

CITE THIS READING MATERIAL THUS:

first tuesday

Real Estate Practice

Sixth Edition

Cutoff Dates:

Legal editing of this book was completed April 2009.

Updated for material changes September 2011. Monthly updates of this text, including errata and recent development, are available on your Student Homepage at firsttuesday.us.

**Copyright © 2011 by first tuesday
P.O. Box 20069, Riverside, CA 92516**

All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopy, recording, or any information storage or retrieval system, without permission in writing from the publisher.

Printed in the United States of America

Editorial Staff

Legal Editor/Publisher:
Fred Crane

Project Editor:
Kelli Galippo

Senior Editors:
Connor P. Wallmark
Giang Hoang-Burdette

Contributing Editors:
Alex Gomory
Jeffery R. Marino
Bradley Markano
Tara Tran

Comments or suggestions to:

first tuesday, P.O. Box 20069, Riverside, CA 92516
www.firsttuesday.us
Editorial@firsttuesday.us

Table of Contents

Future updates and corrections of this text are available on your Student Homepage at www.firsttuesday.us.

<i>Table of Forms</i>	v
<i>Introduction</i>	vi

Section A

Agency Issues	Chapter 1	Brokerage activities: agent of the agent <i>For, on behalf of, and in place of</i>	3
	Chapter 2	An agent's perception of riches <i>The broker avoids deception</i>	11
	Chapter 3	Human resources: low-level management by brokers <i>The entry and exit of agents</i>	17
	Chapter 4	The MLS environment <i>An industry-wide misconception</i>	22
	Chapter 5	Subagency and dual agency <i>Agency and fee sharing misconceptions</i>	26
	Chapter 6	Conflict of interest <i>Professional relationships compromised</i>	30
	Chapter 7	The agency law disclosure <i>Legislated order</i>	38

Section B

Listings: Employment by the public	Chapter 8	Types of listings <i>Listings as employment contracts</i>	48
	Chapter 9	The exclusive right-to-sell listing agreement <i>When the fee is earned</i>	57
	Chapter 10	The listing's exclusive aspect <i>A fee earned on any sale</i>	64
	Chapter 11	A fee due on withdrawal or termination <i>Exercising an alternative</i>	69
	Chapter 12	The safety clause <i>A fee due after the listing expires</i>	74
	Chapter 13	Greater transparency in marketing <i>Costs for preparing to sell</i>	84
	Chapter 14	"For Sale" sign regulations <i>Property owners can display</i>	93

Chapter 15	Operating under a buyer's listing <i>A prerequisite to representation</i>	96
Chapter 16	The buyer's listing agreement <i>Analyzing the buyer's listing</i>	105
Chapter 17	Sharing fees on a sale <i>Buyer's agent or cooperating agent?</i>	110
Chapter 18	The breaching buyer pays <i>Brokerage fee protection</i>	116
Chapter 19	The seller's interference with fees <i>The breaching seller pays</i>	119
Chapter 20	Finders: a nonlicensee referral service <i>Agency relationships in real estate transactions</i>	124

Section C

Property Conditions and Disclosures	Chapter 21	Due diligence obligations <i>The duty owed to clients</i>	132
	Chapter 22	The listing agent and the prospective buyer <i>General duty to voluntarily disclose</i>	139
	Chapter 23	Opinions with erroneous conclusions <i>When an opinion becomes a guarantee</i>	150
	Chapter 24	Condition of property: the owner's disclosures <i>Mandated on one-to-four residential units</i>	161
	Chapter 25	Safety standards for improvements <i>Disclosing noncompliant improvements</i>	171
	Chapter 26	The home inspection report <i>Transparency by design, not default</i>	176
	Chapter 27	Verify property disclosures: retain a home inspector <i>Protecting the prospective buyer</i>	185
	Chapter 28	Natural hazard disclosures by the listing agent <i>A unified disclosure for all sales</i>	190
	Chapter 29	Structural pest control reports and repairs <i>Pricing and asymmetric information</i>	201
	Chapter 30	Environmental hazards and annoyances <i>Noxious man-made hazards</i>	211
	Chapter 31	Lead-based paint disclosures <i>Crystal clear transparency</i>	218

Chapter 32	Marketing condominium units <i>Managed housing</i>	223
Chapter 33	Tax aspects advice <i>Disclosure of known consequences</i>	230
Chapter 34	Prior occupant's use, affliction and death <i>When and when not to disclose</i>	237
Chapter 35	Income property operating data <i>Fundamentals induce offers</i>	240
Chapter 36	Required disclosures on seller carrybacks <i>Mandated notices</i>	248
Chapter 37	Seller's net sales proceeds estimate <i>Financial consequences of a sale</i>	255
Chapter 38	Buyer's estimated acquisition costs <i>The capital to buy</i>	265

Section D

Contract Law	Chapter 39	Making an offer <i>The intent to contract</i>	281
	Chapter 40	Acceptance of an offer <i>Time and nature of a response</i>	288
	Chapter 41	The counteroffer environment <i>Meeting the seller's objectives</i>	295
	Chapter 42	Contingency provisions <i>Conditioning the close of escrow</i>	301
	Chapter 43	The elimination of contingencies <i>Occur, approve, waive or exercise</i>	311
	Chapter 44	Cancellation excuses further performance <i>Exercising the option to terminate</i>	318
	Chapter 45	Time to perform <i>Default and cancellation</i>	324
	Chapter 46	Cancellation, release and waiver <i>Known and unknown claims</i>	335
	Chapter 47	The seller's breach <i>Failure to act or act timely</i>	340
	Chapter 48	The breaching buyer's liabilities <i>First, there must be a monetary loss</i>	350

Chapter 49	Liquidated damages provisions <i>Windfalls and responsibility for losses</i>	357
Chapter 50	Arbitration: the independent beast <i>Arbitration is arbitrary</i>	364

Section E

Purchase Agreements	Chapter 51	The purchase agreement <i>Types and variations</i>	371
	Chapter 52	An owner's residence in foreclosure <i>The equity purchase sales scheme</i>	385
	Chapter 53	Income property acquisitions <i>Investigating a property's worth</i>	394
	Chapter 54	A formal exchange <i>Structuring a comprehensible transaction</i>	407
	Chapter 55	Real estate purchase options <i>An irrevocable offer to sell</i>	414

Section F

Vesting and Escrow	Chapter 56	Vesting the ownership <i>Possession and transfer rights</i>	424
	Chapter 57	Preliminary title reports <i>An offer to issue title insurance</i>	436
	Chapter 58	Title insurance <i>Identifying an actual loss</i>	439
	Chapter 59	Going to escrow <i>The process of closing a purchase agreement</i>	448

Table of Forms

No.	Form Name	Page
103	Buyer's Listing Agreement — Exclusive Right to Buy, Lease or Option	107
107	Listing Package Cost Sheet — Due Diligence Checklist	85
115	Finder's Fee Agreement	128
119	Compensation Disclosure in a Real Estate Transaction (Calif. Bus & PC §10176(g); DRE Reg. 2904)	134
120	Modification of Listing Agreement	80
121	Release and Cancellation of Employment Agreement.	71
122	Identification of Prospective Buyers — On Expiration of Listing	76
130	Authorization to Inspect and Prepare a Home Inspection Report	180
133	Authorization to Provide Services — General Services.	88
135	Authorization to Provide CID Documents (Calif. CC §1368)	227
160	Offer to Grant an Option — and Option Money Receipt	416
180	Counteroffer	297
181	Cancellation of Agreement — Release and waiver of Rights with Distribution of Funds in Escrow	337
181-1	Notice to Perform and Intent to Cancel	328
182	Waiver of Contingency.	313
183	Notice of Cancellation — Due to Contingency or Condition	322
184	Rejection of Offer	290
269	Property Inspection — Buyer's Request for Repairs	187
305	Agency Law Disclosure	39
313	Lead-Based Paint Disclosure — On Sale of Real Estate	220
460	Affidavit of Death of Joint Tenant	432
525	Confirmation Memorandum	44



Introduction

Real Estate Practice is part of the **first tuesday** series of California-specific real estate study materials. Each title in the series has a different topic as its primary content. As part of a comprehensive real estate education program, the series includes Principles of Real Estate, Real Estate Finance, Legal Aspects of Real Estate and Real Estate Property Management.

first tuesday's real estate series uses plain language and eliminates the extensive overlap of identical course material commonly offered by other publishers. Issues arising in more than one factual setting are referenced as necessary, but are dealt with fully in only one **first tuesday** title.

Real Estate Practice is written for real estate licensees, lenders, attorneys, title officers, buyers, and sellers. This course material is designed to be an educational tool to provide an agent with the guidance needed to prepare the forms used to solicit employment, disclose property and transactional facts, and to enter into contracts to buy and sell real estate. The scope of the materials presented extends beyond a minimum acceptable level of knowledge and professional development.

The objective of this material is to fully develop the real estate professional's understanding of the use and preparation of forms typically used in general brokerage services, ranging from employment agreements and purchase contracts to disclosures and worksheets. **Real Estate Practice** also discusses the effect provisions in the forms will have on different parties involved in a transaction, as well as the advice and counsel to be given to a client when reviewing the forms.

Included, with an explanation for their use, are all the forms and notices required when bringing a buyer and seller together as a match in a real estate sales transaction. Forms are treated as itemized check lists of disclosures by an agent and reviewed with buyers and sellers of real estate.

These forms fully reflect relevant codes, regulations, judicial decisions and practices in effect on the date of this publication. The forms referenced are developed and published by **first tuesday**.

Unless a form cited in the book says, “See Form XXX *accompanying this chapter*” [emphasis added], it is not in the book. Unless the form accompanies the chapter, it is not crucial to your understanding of the material.

However, you can access a fillable and savable version of all referenced **first tuesday** forms on the **first tuesday Forms-on-CD** which came with your enrollment package. The **first tuesday Forms-on-CD** contains all 350+ **first tuesday** real estate forms, plus a digital version of our entire library of fourteen books.

All materials can also be accessed online within your student homepage at www.firsttuesday.us during your one-year enrollment period.

Any important corrections and recent updates specific to **Real Estate Practice** are available online for further research within the Online Reading section of your student homepage.

You and **first tuesday**



on common ground

SECTION A

Agency Issues



As this recovery evolves Become A Broker



***Enroll in first tuesday's
broker licensing courses and get your
license in as little as four months!***

1. Order and complete the five courses you have not already taken.
2. Pass the state's broker exam.
3. Become a broker!

Become a broker before
Your renewal date:

**FREE with enrollment:
the first tuesday Forms-on-CD!**

End the need for any other forms!
Over 350 personalized California-specific first
tuesday real estate forms — 2011 current.
Fill, save and print for professional use!

YES!

Send me the five courses checked below
and 350+ FREE ft real estate forms!

Check
any FIVE for
\$249.00
\$199.00 for four courses
\$149.00 for three courses
(Includes taxes and shipping)

- Finance †
 - Legal Aspects †
 - Practice †
 - Property Management
 - Appraisal †
 - Economics †
 - Escrows **NEW**
- † mandatory for licensing

Want to pay one course at a time?
Call us about our Five-Pay Plan!

NOTICE: By ordering, I acknowledge I've reviewed the General Information page available
at www.firsttuesday.us. All courses have a minimum 18-day enrollment requirement.

Price includes:

- Toll-free customer service.
- Quizzes to help pace your study.
- Easy open-book exams available online or by mail.
- Course Certificates of Completion online, by fax or by mail.
- Minimum completion: **18 days per course**; maximum completion: **one year**.
- One-year subscription to the **first tuesday journal online**.
- 350+ **first tuesday** real estate forms, FARM letter templates and topical copy for your use.

DRE Sponsor No. 0473
Approved Homestudy

Enroll Now!

Call 800-794-0494 Fax 877-319-8510

www.firsttuesday.us

P.O. Box 20069 Riverside, CA 92516

- Visa Mastercard Check enclosed
- Add the State Exam Prep Book for **\$30.00**

Card # _____ / _____ / _____ / _____ Exp. _____

Name: _____

Address: _____

City: _____ CA, Zip: _____

Phone: _____

Email: _____

Chapter 1

Brokerage activities: agent of the agent

This chapter introduces the concept of a licensed real estate sales agent being an agent of a licensed real estate broker and classified as either an employee or independent contractor.

For, on behalf of, and in place of

Historically, as brokerage services in the mid-20th century became more prevalent in California and the public demanded greater consistency and competence in the rendering of these services, the state legislature began standardizing and regulating:

- who could become licensees and offer brokerage services;
- the duties and obligations owed by the licensees to members of the public; and
- the procedures for soliciting and rendering services while conducting licensed activities on behalf of clientele.

The resulting legislation and regulations which now control the brokerage services provided on the sale and purchase of real estate are straightforward and uncomplicated. Collectively, the standards set the minimum level of conduct expected of a licensee when dealing with the public, such as **competency and honesty**. The key to implementing these professional standards is the **education and training** of the licensees.

Individuals who wish to become real estate brokers are issued a broker license by the Department of Real Estate (DRE) only after completing extensive, additional real estate related course work and meeting minimum on-the-job experience requirements. On receiving the license, a broker is presumed to be competent in his skill and diligence, with the expectation that he will conduct himself in a manner which rises above the minimum level of duties owed to clientele and other members of the public.

Therefore, the individual or corporation which a buyer or seller, landlord or tenant, or borrower or lender retains to represent them in a real estate transaction may only be a licensed real estate broker.

To retain a broker to act as his real estate agent, the buyer or seller enters into an employment contract with the broker, called a *listing agreement*.

Broker vs. sales agent

Brokers are in a distinctly different category from sales agents. Brokers are authorized to deal with members of the public to offer, contract for and render brokerage services for compensation, called *licensed activities*. Sales agents are not. [Calif. Business and Professions Code §10131]

A real estate salesperson is strictly an agent of his employing broker. An agent cannot contract in his own name or on behalf of anyone other than his employing broker. Thus, an agent cannot be employed by any person who is a member of the public. This is why an agent's license must be handed to his employing broker, who must retain possession of the license until the agent leaves the employ of the broker. [Bus & P C §10160]

Only when acting as a representative of his broker may the sales agent perform brokerage services which only the broker is authorized to contract for and provide to others, called *clients*. [Grand v. Griesinger (1958) 160 CA2d 397]

Further, a sales agent can only receive compensation for his real estate related activities from his employing broker. An agent cannot receive compensation directly from anyone else, e.g., the seller or buyer, or another licensee. [Bus & P C §10137]

Thus, **brokers** are the *agents* of the members of the public who employ them, while a broker's **sales agents** are the *agents of the agent* who render services for the broker's clients as the broker's representatives. [Calif. Civil Code §2079.13(b)]

As a result, brokers are responsible for all the activities their agents carry out within the *course and scope* of their employment. [Gipson v. Davis Realty Company (1963) 215 CA2d 190]

Responsibility for continuous supervision

When a broker employs a sales agent to act on behalf of the broker, the broker must exercise reasonable supervision over the activities performed by the agent. The broker who does not actively supervise his agents risks having his broker license suspended or revoked by the DRE. [Bus & P C §10177(h)]

Here, the employing broker's responsibility to the public includes:

- on-the-job training for the agent in the procedures and practice of real estate brokerage; and
- continuous policing by the broker of the agent's compliance with the duties owed to buyers and sellers.

The sales agent's duties owed to the broker's clients and others in a transaction are equivalent to the duties owed them by the employing broker. [CC §2079.13(b)]

The **duties owed** to the various parties in a transaction by a broker, which may be carried out by a sales agent under the employing broker's supervision, oversight and management, include:

- the *utmost care, integrity, honesty and loyalty* in dealings with a **client**; and
- the use of *skill, care, honesty, fair dealing and good faith* in dealings with **all parties** to a transaction in the disclosure of information which adversely affects the value and desirability of the property involved. [CC §2079.16]

The employing broker's management

To insure that his agents are diligently complying with the duties owed to clientele and others, the employing broker must establish office policies, procedures, rules and systems relating to:

- *soliciting* and obtaining buyer and seller listings and *negotiating* real estate transactions of all types;
- the *documentation* arising out of licensed activities which might affect the rights and obligations of any party, such as agreements, disclosures, reports and authorizations prepared or received by the agent;

- the *filing, maintenance and storage* of all documents affecting the rights of the parties;
- the handling and safekeeping of *trust funds* received by the agent for deposit, retention or transmission to others;
- *advertisements*, such as flyers, brochures, press releases, multiple listing service (MLS) postings, etc.;
- compliance by his agents with all federal and state laws relating to *unlawful discrimination*; and
- the receipt of regular *periodic reports* from agents on their performance of activities within the course and scope of their employment. [Department of Real Estate Regulations §2725]

One method for implementing the need for supervision is for a broker employing agents to develop a **business model**. With it, the broker establishes the means and manner by which listings are produced and serviced, and how purchase agreements are negotiated and closed by his agents. The development of a plan of operations logically starts with an analysis of the conduct required of an agent by establishing categories of administrative and licensed activities. [See Figure 1 accompanying this chapter]

Categories of business and **licensed activities** include:

- *administrative rules*, covering a description of the general business operations of the brokerage office, such as office routines, phone management, sign usage, budgetary allocations for agent-support activities (advertising, farming, etc.), agent interviews, goal setting and daily work schedules;
- *procedural rules*, encompassing the means and methods to be used by agents to obtain measurable results (listings, sales, leases, loans, etc.);
- *substantive rules*, focusing on the documentation needed when producing listings, negotiating sales, leases or loans and fulfilling the duties owed by the broker to clientele and others;
- *compliance checks*, consisting of periodic (weekly) and event-driven reports (a listing or sale) to be prepared by the agent, and the review of files and performance schedules by the broker, office manager or assistants, such as listing or transaction coordinators; and
- *supervisory oversight*, an ongoing and continuous process of training agents and managing their activities which fall within the course and scope of their employment.

The rules and procedures established by the broker to comply with his responsibility to manage and oversee the conduct of his agents when they are acting in his place in dealings with clientele and other members of the public must be agreed to in writing with the agents he employs. A written **employment contract** sets forth the duties of the sales agent and the agent's need to comply with an office manual which contains the broker's policies, rules, procedures and other conduct the broker deems necessary to control the fulfillment of his responsibility for supervision.

Also, the written employment agreement must spell out the **compensation** the agent is to receive for representing the broker in soliciting and negotiating listings, purchase agreements, leases and financing. [DRE Regs. §2726]

The (not so) independent contractor

Most sales agents receive compensation from their brokers based on a negotiated percentage of **contingency fees** received by the brokers for completed sales, leases or loans solicited or negotiated by the agents.

Whether state and federal income tax is withheld depends on the type of employment agreement the broker and agent enter into, i.e., an *independent contractor* (IC) or *employee-employer* (EE) agreement.

A sales agent licensed by the DRE and employed by a broker under an independent contractor agreement, who is paid based on the broker's receipt of a contingency fee, will not be treated as an employee for purposes of income tax *withholding* or *contributions*. [Internal Revenue Code §3508]

The chief advantage for a real estate broker who uses an IC agreement is the simplification of the book-keeping process. An IC agreement avoids **withholding** for income taxes or medicare and social security benefits from the agent's fee, while also avoiding employer contributions.

In turn, the broker files a 1099 report with the Internal Revenue Service (IRS) naming each agent and stating the fee amount each received as an employee of the broker under a contingent-fee, IC agreement.

To further simplify disbursement of the agent's share of the fee due from the broker, some brokers instruct and authorize escrow to disburse to the agent, from fees accruing to the broker on the close of a sales escrow, the amount of the fee due the agent from the broker. However, this system of payment leaves the broker without adequate records for 1099 and workers' compensation reporting.

For sales agents entering into an IC agreement, they report their fees received from their broker as business income (Schedule C). In turn, the agent expenses all his business-related costs of operation incurred while acting within the course and scope of his employment with the broker, no matter the degree of control the broker actually exercises over the agent's activities.

However, even though the agreement is called an "independent contractor" agreement, the agent is still an agent of his employing broker.

When testing the conduct of an agent while engaged in real estate related activities, the IC provision in his broker-agent employment agreement cannot and will not change the agent's classification as an agent of his broker under California real estate law. [Gipson, *supra*]

Thus, brokers who use an IC agreement must not delude themselves to believe that somehow the agent may permissibly act independent of the broker.

Agent imposes liability on broker

Consider a sales agent who is employed by a broker under an IC agreement. The broker gives the agent *total discretion* in his handling of clientele and documentation of listings and sales.

However, the IC agreement includes a provision calling for the agent to deliver to the broker a binder for liability insurance on the agent's car which names the broker as an insured. The IC agreement also requires all documents and funds received on listings and sales to be entered into and taken in the name of the broker, and all advertising and business cards to identify the agent as acting for the broker as an associate licensee.

Figure 1

Forming a business model

Within each category of activity covering the broker's management of his agents' conduct for producing, servicing and negotiating listings and sales, is a list of items to be considered.

<u>Administrative</u>	<u>Organizational Procedures</u>	<u>Substantive Activities</u>	<u>Compliance</u>	<u>Supervision</u>
<ul style="list-style-type: none"> • E & O insurance • workers' compensation insurance • automobile insurance binder • general comprehensive business insurance • agent policy manual (on procedural, substantive and compliance activities) • new agent qualifications and interview procedures • institutional advertising franchise affiliation • trade organization membership • MLS subscriptions • employment contracts with sales agents • agent pay, advances, and escrow disbursements • production goals • phone/floor-time coverage • hours/agents' work schedules • business cards • storage of documents (3 years) • office meetings/attendance • agent contribution to expenses • bank trust accounts • general business bank accounts 	<ul style="list-style-type: none"> • forms to be used • use of coordinators • use of office equipment • use of affiliated services • use of controlled businesses • attorney inquiry/referral to broker • trust fund handling (deposit and log) • e-mail content • public record inspection • servicing property listings (MLS, signs, ads, property profiles, open houses, correspondence, showings, checklists, rents, etc.) • servicing buyers (listings, property profiles, broadcasts, wants, showings, qualifying, checklists, etc.) • client lists and follow up 	<ul style="list-style-type: none"> • taking property listings (addenda and disclosure checklists, deposits, property profiles, further approvals, fee setting, seller profiles, etc.) • preparing offers (documents/disclosures and addenda checklists, duty checklists, advice on use of arbitration, forfeiture, escrow, title, misc. provisions, fee provisions, etc.) • FSBO submission of offers (fee arrangements, listings, dual agency, etc.) • preparation of documents, use of attorneys, added provisions 	<ul style="list-style-type: none"> • pay contingent on file audit and completeness • listing logs • transaction logs • trust fund logs • periodic reports • listing reports • sales reports • schedule of report due dates • other events which trigger notices or reports to management 	<ul style="list-style-type: none"> • continuous daily oversight • constant follow-up on compliance with procedures and substantive activities • instructions on propriety of acts within the course and scope of employment • degree of enforcement being tight and disciplined, or lax and allowing great discretion • use of assistants to provide oversight

One day, while the sales agent is driving his car to list a property, he collides with another vehicle, injuring the driver. The driver makes a demand on the agent's broker to pay for the driver's money losses incurred due to the agent's negligence.

The broker rejects the demand, claiming the agent is an independent contractor, not an agent (much less an employee) of the broker, and thus the broker has no (vicarious) liability for the losses inflicted on the driver by the agent.

The driver claims the broker is liable for his losses since the agent is a representative of the broker, acting within the *course and scope* of his employment when the injuries occurred.

Can the driver injured by the agent's negligence recover his money losses from the agent's broker?

Yes! The sales agent is the *agent of the broker* as a matter of law, without concern for the type of employment agreement they have entered into.

The IC: an agent of the broker

In spite of the IC employment agreement allowing total discretion to the agent in the conduct of his handling of listings and sales, the agent is **subject to supervision** by his broker. Sales agents are agents of the broker, without regard to their employment agreement. When the injury occurred in the prior scenario, the agent was acting within the course and scope of his agency with the broker. Thus, the broker cannot escape liability for his agent's negligence. [Gipson, *supra*]

The broker hiring agents who use their own cars to conduct brokerage activities by going to and from appointments, meetings, and properties must be a named insured on the agent's car insurance policy. The employing broker also needs to maintain general comprehensive business liability insurance and professional liability coverage (errors and omissions insurance). Claims of tortious conduct of all sorts can arise out of listings and sales transactions solicited and negotiated by their agents and coverage is needed to defend or pay these claims.

Thus, supervision is critical to the reduction of the broker's exposure to liability for their sales agents' failure to inspect, disclose, advise and care for clients.

Unemployment insurance benefits

For the purposes of administering real estate law, a sales agent is considered both an *agent and an employee* when acting within the course and scope of employment with a broker. [Grand, *supra*]

However, as with state and federal income tax withholding, an agent is not always treated as an employee.

For example, licensed real estate sales agents, as well as real estate brokers, are excluded employees for purposes of the **California Unemployment Insurance Law**. Even though a sales agent is considered both an agent and an employee under California real estate law, a broker does not have to contribute to the state unemployment insurance fund on behalf of the agent. In turn, the agent cannot collect unemployment benefits from the state when he is terminated from the employ of the broker.

Receipt of compensation by a licensed real estate agent under an employment agreement, paid as a *contingency fee* for closing transactions, is the **only test required** for the broker to avoid paying unemploy-

ment benefits. When the agent is paid a **contingency fee**, not an hourly wage, the agent will be denied unemployment benefits regardless of the level of supervision and control the broker exercises over the agent's real estate related activities. [Calif. Unemployment Insurance Code §650]

Minimum wage exclusion

A sales agent is entitled to payment of minimum hourly wages from a broker if the agent is classified as an *employee* under California labor laws, a technical condition requiring **constant supervision** and total control by the broker over the agent's **means, manner and mode** of engaging in activities requiring a real estate license.

However, as *agents* of their broker, most agents have a high level of discretion and control in the setting of their schedules, especially during the hours spent outside of their broker's office.

Typically, the agents' time in the office spent at the updesk, or on the phones or floor, rarely take up more than one day a week, usually less than 20% of the time spent on real estate related listings and sales. Little additional time is spent in the office at staff meetings. As a result, agents are rarely considered employees, except for the purpose of judging their conduct as a licensee under California real estate law.

As an *outside salesperson* who regularly works more than half of his time away from his place of employment, selling items or obtaining contracts for services, a real estate sales agent is excluded from collecting a **minimum wage** from his broker. [Calif. Labor Code §1171]

Consider an agent who is employed by a broker under an IC agreement. The broker does not have a policy manual, training program or any requirements as to what forms to use and what duties are to be fulfilled by the agent (a dereliction of the broker's duties of supervision). Once a month, the agent reports to the broker by preparing and presenting a transaction log noting the listings and sales activity the agent has been involved in during the month.

After several months of employment and no sales, the broker terminates the agent. During the employment, the broker disbursed funds to the agent as an advance draw against fees yet to be earned by the agent. Any amounts not reimbursed are payable to the broker on termination. Thus, by agreement, the broker calls due the amounts advanced and unpaid, and makes a demand on the agent for payment.

The agent claims he is entitled to an offset since he is an employee of the broker and thus entitled to a minimum wage in amounts which exceed the advances received from the broker. The agent makes a demand on the broker for unpaid wages at the minimum rate per hour worked.

Here, the agent demanding a minimum wage must demonstrate that his actual working relationship with his broker was more than just that of an independent contractor or an agent of his broker, but that of an employee under the labor code.

Accordingly, the agent must demonstrate that the relationship he actually experienced while employed by the broker included total control by the broker over every **means, manner and mode of conduct** used by the agent to carry out licensed activities on behalf of the broker, such that the agent was nearly without discretion to operate on his own.

Here, the broker's supervision and management of the agent by implementing policies and procedures for the negotiation of real estate transactions were nearly nonexistent.

While the sales agent was an agent of the broker, the sales agent was not under the *common law control* of the broker as required to establish the agent as a *servant* hired to perform under continuous direction.

Thus, the sales agent was not an *employee* for the purposes of the labor law, and therefore could not receive a minimum wage. [CC §2079.13(b); Lab C §1171; **Grubb & Ellis Company v. Spengler** (1983) 143 CA3d 890]

The issue of being excluded from collecting a minimum wage based on the agent being classified as an *outside salesperson* never arose in the *Grubb and Ellis Company* case.

However, even if the broker had controlled the agent's activities, hours, scheduling and production of listings and sales, the agent still would most likely have been outside the office more than half of the hours spent working for the broker. Thus, the agent most likely would have been classified as an employee under the labor law, but would definitely have been **excluded** from collecting a minimum wage due to his status as an outside salesperson.

Workers' compensation coverage for employees

For purposes of workers' compensation insurance, the relationship between a broker and his agents is that of an employer and his employees. As a consequence, all real estate brokers in California must provide **workers' compensation insurance** coverage for their sales agents. [Lab C §§3200 et seq.]

A broker who is **illegally uninsured** or forces his agents to carry their own workers' compensation insurance may face:

- a *stop order* from the Department of Industrial Relation's Division of Labor Standards Enforcement (DLSE), preventing the broker from conducting business until proof of insurance is offered up;
- *civil penalties* and fines up to \$100,000; and
- *reimbursement claims* from current and former agents for premiums they paid. [Department of Real Estate Bulletin, Fall 2004, Page 10]

For a broker who employs one or more agents, he must, by necessity, be covered by workers' compensation insurance, along with business, vehicle and professional liability insurance (errors and omissions coverage). The coverage provides the broker with a financial safety net against agent-imposed liability by shifting the risk of loss to the insurance companies, whether the sales agents are mere agents or also employees.

Thus, the well supervised real estate brokerage business, as owned and managed by a broker who runs a properly conducted operation, provides an enduring professional environment in which their sales agents should flourish.

Chapter 2

An agent's perception of riches

This chapter examines a worksheet for use by sales agents to analyze the income and expenses they will share or incur during their employment.

The broker avoids deception

An individual receives an original salesperson license from the Department of Real Estate (DRE). The newly licensed agent contacts a real estate broker in response to an advertisement soliciting agents to join his office. The agent will interview this broker, and others, in an effort to find a suitable office in which to work.

Eventually, the agent will select the office he feels is most able to provide the training and guidance he will need to earn a living in real estate sales.

During an *agent interview*, the question of earnings is addressed. The agent is told his employment relationship with the broker will be under an independent contractor (IC) agreement with workers' compensation coverage provided by the broker. No income tax withholding or employer contributions for social security, Medicare or unemployment insurance will exist.

Further, the broker explains the agent will need cash reserves or income from other sources to meet his living and business expenses for six to nine months. Several months will pass before income will be forthcoming from closings in which the agent will have participated. The brokerage office does not make monthly advances against future fees.

To assist the agent in an analysis of his potential earnings, an income and expense data worksheet is prepared by the agent. The agent enters the approximations made by the broker for the various expenses a typical agent should experience during his first year with the brokerage office. [See Figure 1]

The agent uses the worksheet to further analyze income, expenses, cash reserves and the sales goal he believes must be met in order to provide an acceptable after-tax income to cover his personal living expenses.

Data underlying an income analysis

As a prerequisite to an agent's use of an income and expense data worksheet, the agent must collect **income data** during his interview with a prospective broker, including:

- the **price range** of property the agent is most likely to list and sell;
- the **number of sales** the agent will likely close in that price range during his first year;
- the **gross brokerage fees** generated by the number of sales during the first year; and
- the **share of the gross brokerage fees** the agent will receive under the fee-sharing schedule proffered by the broker.

Figure 1

	AGENT'S INCOME DATA SHEET		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____	
NOTE: This income and expense worksheet is used to assist an agent or associated broker in an analysis of the income and expenses how experienced or likely to be experienced while employed by a brokerage office for the coming one-year period and to estimate the entry or change-of-office costs.			
<p>DATE: _____ 20____</p> <p>Brokerage office:</p> <p>ANNUAL INCOME AND EXPENSES:</p> <p>1. Gross Brokerage Fees [See instructions at line 11.4] \$ _____ 100 %</p> <p>1.1 Franchise fee disbursement (_____ % of \$ 1.) (-) \$0.00 a. Subtotal \$0.00</p> <p>1.2 Broker retains _____ % of <input type="checkbox"/> \$1, or <input type="checkbox"/> \$1.1a. (-) _____ \$0.00</p> <p>2. Gross Fees Due to Agent \$0.00 _____ %</p> <p>3. Transaction Deductions by Broker: 3.1 Less: a. E & O premium (\$ _____ per closing) \$ _____ b. Prior client promotion (_____ % of fee) \$ _____ c. Listing/Transcription coordinator \$ _____ d. Other \$ _____</p> <p>3.2 Total charges withheld (-) \$0.00 _____ %</p> <p>4. Office Expenses: 4.1 Equipment rent \$ _____ 4.2 Forms & manuals \$ _____ 4.3 Desk space and parking charges \$ _____ 4.4 Membership: a. Trade association \$ _____ b. MLS fees \$ _____ c. Affiliations \$ _____ 4.5 Supplies/software updates \$ _____ 4.6 Postage/delivering services \$ _____ 4.7 Library/subscriptions \$ _____ 4.8 Photocopies \$ _____ 4.9 Equipment use charge \$ _____ 4.10 Total office expenses: (-) \$0.00 _____ %</p> <p>5. Agent's Business Expenses: 5.1 Telephone: a. Phone/fax \$ _____ b. Cell phone \$ _____ 5.2 Auto: a. Gas/oil \$ _____ b. Repairs and maintenance/carwash \$ _____ c. Insurance \$ _____ d. Loan/lease payment \$ _____ e. Registration \$ _____ 5.3 Printing: a. Farm letters \$ _____ b. Postage \$ _____ 5.4 Licensing fees and education \$ _____ 5.5 Internet service \$ _____ 5.6 Legal and accounting \$ _____</p>			
PAGE ONE OF TWO — FORM 504 —			
PAGE TWO OF TWO — FORM 504 —			
<p>5.7 Marketing sessions \$ _____ 5.8 Travel/hotel \$ _____ 5.9 Entertainment \$ _____ 5.10 Insurance (business and health) \$ _____ 5.11 Total Business Expenses: (-) \$0.00 _____ %</p> <p>6. Marketing and Sales Expenses: 6.1 Printing flyers/mailer for listings \$ _____ 6.2 Property ads: a. Newspaper/magazine \$ _____ b. TV/radio/web \$ _____ 6.3 Postage (marketing) \$ _____ 6.4 Property preparation \$ _____ 6.5 Open house (food/drinks) \$ _____ 6.6 Gifts on closing \$ _____ 6.7 Transactional expenses \$ _____ 6.8 Total marketing and sales expenses (-) \$0.00 _____ %</p> <p>7. Agent's Net Income: \$0.00 _____ % 7.1 Income, SS & medicare taxes (-) \$ _____ % <p>8. Agent's After-Tax Income \$0.00 _____ %</p> <p>9. Other Income Sources: 9.1 Draw/Advance \$ _____ 9.2 Other \$ _____ 9.3 Other \$ _____</p> <p>10. Cost-of-Entry/Change-of-Office Analysis: 10.1 Marketing course \$ _____ 10.2 Lock boxes \$ _____ 10.3 Open house signs \$ _____ 10.4 Stationary/cards \$ _____ 10.5 Computer/programs/printer \$ _____ 10.6 Office furniture \$ _____ 10.7 Photocopies \$ _____ 10.8 Phone/fax equipment \$ _____ 10.9 Phone installation \$ _____ 10.10 Camera/printer \$ _____ 10.11 Vehicle \$ _____ 10.12 Other \$ _____ 10.13 Other \$ _____ 10.14 Total Entry/Relocation Costs: \$0.00 _____ %</p> <p>11. Gross Brokerage Fee Projection/Forecast: 11.1 Annual after-tax income desired by agent \$ _____ 11.2 Divide by percentage of after-tax income at \$8 (-) _____ % 11.3 Annual Gross Brokerage Fee needed at \$1, to earn the desired after-tax income at \$11.1 (=) _____ % 11.4 Analyze the source of Gross Brokerage Fees at \$1 by setting the price of the typical transaction Agent will close, the dollar amount Broker will receive as the Gross Brokerage Fee on the typical transaction, and the number of typical transactions Agent must close within one year to attain the Gross Brokerage Fees set as the goal at \$11.3.</p> </p>			

The likely **gross fees** the broker will receive and the agent's share of those fees are entered on the worksheet as a result of the interview. [See Figure 1 §§1 and 2]

Ultimately, the **sales goal** set by the agent reflects the amount of after-tax income the agent seeks for himself. [See Form 504 §11]

Until the worksheet is filled out accurately, projecting fees to be received by the agent, estimating expenses to be incurred and attempting to set sales volume goals or probable after-tax earnings is an uneducated guess.

The agent's personal role

The volume of real estate sales closed by new agents during their first year in the business is a "numbers game." Only a percentage of all sales efforts comes to fruition in the form of fees received from closings. Thus, the type of person attracted to real estate sales must have an innate curiosity and enthusiasm for estimating and forecasting income and expenses if he is to succeed.

A prospective agent who is discouraged or daunted by the exercise of completing a worksheet is unlikely to be a prime candidate for employment in the real estate brokerage business.

The broker steps forward

Brokers, by experience, tend to be more organized than agents. Also, brokers who employ agents tend to be better able to anticipate the income and expenses an agent will incur than recently licensed agents. It is the broker who can best draw a conclusion about an agent's future with the broker's office, not the agent who is new to the world of real estate sales or who is now languishing in another office due to inadequate or nonexistent planning.

A broker's primary objective when hiring agents is to increase the gross brokerage fees received by his office without a disproportionate increase in his operating expenses. For the broker to make hiring a productive endeavor, the broker must strive to avoid the constant **turnover of agents** who remain with the office for only a short period of time.

Long-term employment of agents not only contributes to a favorable industry-wide reputation about the broker, but also provides a return to the broker for his time and energy invested with each agent during the employment process and the agent's start-up period. Energy, money, time and enthusiasm all wane fast when the turnover of agents in an office is due to the failure of unrealistic expectations held by the agents.

A broker's full disclosure, upfront and prior to employment, covering the agent's likely income and expenses, and why the sharing and allocations are reasonable, will lead to a realistic expectation of income by the agent. Monthly and quarterly sales goals can then be set at levels designed to meet projected earnings should the agent be employed by the broker.

To control the agent's interview and get long-term results, the broker should initiate the income and expense discussion himself, not wait until the prospective agent takes charge by raising the question of earnings.

To be ready for an interview with a prospective agent, the broker should himself prepare a worksheet by estimating the expenses the agent is most likely to incur. Also, the broker needs to estimate the initial **cash investment** the prospective agent will be required to make to cover one-time, nonrecurring expenditures and carrying costs necessary to get a proper start in real estate sales. [See Form 504 §10]

Once the operating expenses, nonrecurring costs and carrying costs incurred by the typical agent have been established — based on the broker's history with his present agents — what remains is the difficult task of anticipating an agent's gross fees from sales which will close during the first year of employment.

Forecasting gross fees

A couple of approaches for estimating future fees are apparent. For one, the broker can project a range of gross brokerage fee amounts, varying from the earnings generated by a high producer to those of a low producer during their first year with the office. The various gross brokerage fee projections, ranging from low, medium to high, could be entered on separate but duplicate copies of the income and expense worksheet. The agent's expenses estimated for the first year would also be included in the worksheets.

Thus, the prospective agent's after-tax income can be calculated based on various levels of sales.

Another approach for the interview is to discuss the range of gross brokerage fees an agent can generate, without the broker first entering any fees on the income and expense worksheet he hands to the agent. Thus, the agent is left to enter and calculate the income he either believes he can produce or wants to produce to attain the after-tax income he seeks.

Reviewed by the broker and the prospective agent under either approach, or a combination of approaches, the worksheet becomes both a **budget and a sales goal** for the agent. With an open-minded review of the pros and cons of income sharing and expense allocation, the broker encourages the agent to set attainable production goals.

At the same time, the broker confirms whether the prospective agent has the financial capacity to carry his personal and business expenses during the start-up period with the office before the fees from closings come rolling in.

A failure to inform

An employing broker must inform a prospective agent about the operating expenses the agent will most likely incur while employed by the broker. Also, the agent will need to have a vehicle, computer, and instruments and materials required of real estate sales, as well as pay multiple listing service (MLS) fees. An explanation of the net operating income (NOI) from sales the agent can expect to receive cannot be overlooked by the broker. Without these disclosures, an analysis of the agent's long-term potential with the office has not taken place.

At worst, the failure to advise a prospective agent is an omission of facts known to the broker, which, when discovered by the sales agent, will lead to either a termination of employment or dissatisfaction over lost expectations.

Thus, a realistic and relatively accurate disclosure of income, expenses and the initial investment an agent will incur in the employ of the broker will:

- reduce the office turnover of agents;
- reduce the broker's investment of time and energy hiring and training agents; and
- produce a sales staff whose income expectations will be met due to their ability to most likely attain the sales goals each have set for themselves.

Selecting a broker by comparison

After a few years of employment in the business of real estate sales, efficient agents generally want to earn more for the time they spend listing properties, locating buyers and engaging in all the activities surrounding the sale of a parcel of real estate.

Before walking into the broker's or manager's office with a demand for the office to cover more expenses and give the agent a larger share of the brokerage fees, the agent should first do a little **comparative shopping** to determine how other brokers share expenses and fees with their agents.

The first step for the agent interested in renegotiating his current employment arrangement with his broker or moving to another broker's office, is to prepare a worksheet on his current operating conditions. Just what fees the agent has generated, the share of the fees the agent received, the operating expenses paid by the agent and the net income, as well as the after-tax income experienced during the past 12-month period, is a requisite for any comparison.

If the exercise goes no further, the worksheet can act as a **budget** or a basis for forecasting the next 12 months. Further, the variables controlling the amount of income and expenses can be analyzed, adjusted and projected to set sales goals the agent would like to attain during the next 12 months.

The second step is to distinguish the agent's current arrangement with his broker from the earning opportunities available to him with other acceptable brokerage offices. The comparative analysis is accomplished by preparing a worksheet for each prospective office. Information for the worksheet may be gathered from interviews with those brokers or their managers, or agents in those offices who have a handle on their income and expense arrangements with their broker.

On completion of the worksheet for each office, a comparison shows up the distinctions and parallels between the different offices.

Armed with comparisons reflected by the data developed on the worksheets, the agent seeking to renegotiate fee splits and the allocation of expenses with his current broker can structure his request for specific changes based on the market place.

Alternatively, the agent seeking to change offices uses the worksheet to make the same comparisons and size up prospective brokerage offices. Ultimately, the agent hopes to negotiate an income and expense sharing arrangement which satisfies the agent and provides a better opportunity for greater earnings — expectations realized based on comparison shopping and the agent's past sales history.

However, timing is important. The period during which the agent begins negotiations with his current broker or schedules interviews with other brokers can effect his results.

For instance, at the height of a booming market, a broker will be more willing to increase a productive agent's share of the fees since the broker's current overhead is already covered without the fees from additional sales. The agent's advantage of a better fee split and cost allocation would carry over into the inevitable slowdown in sales which follows every boom.

Conversely, a new agent entering an office during a recessionary period just prior to an upswing in sales will benefit from the broker's attention to the care and training of new agents. Also important is the invaluable assistance of experienced agents in the office who will have a little extra time on their hands. All have time in a slower market to assist others, a bonding process important for a successful future in real estate sales in the coming years.

FREE!

first tuesday

MEMBERSHIP BENEFITS

When you enroll in first tuesday Homestudy courses, you not only receive California's only multi-media presentation with study materials delivered in print, online and on CD-ROM, but all the benefits of first tuesday membership, including:

The first tuesday Forms-on-CD

Access 350+ real estate first tuesday forms and provide better protection for your buyers and your fee. All first tuesday forms are personalized for efficient marketing. We have a form for every type of transaction, including:

- Purchase agreements
- Leasing and rental agreements
- Listings and sales forms packages
- Listing arrangements
- Income property analytics
- Escrow, lending and office mgmt.

The Forms-on-CD also contains all 14 first tuesday textbooks in PDF format for your reference library, earthquake disclosure guides and the DRE reference manual!

The first tuesday journal online

Our online magazine on California real estate features new articles and charts every week to answer your questions about the direction of California's real estate market:

- **When will California's home sales volume show improvement?**
Check out trends in our "Home sales volume and price peaks" Market Chart!
- **How do I prepare myself for the real estate recovery?**
Find out what demographics to target for marketing your services in our "Golden state population trends" article!
- **Will getting rid of the mortgage tax deduction subsidies harm sales?**
Join in on the conversation about our "Subsidizing the American Dream" article!
- **How can I keep in contact with my potential clients?**
Download our free *Farm letter copy and templates*!
- **How can I keep up-to-date on legislative changes affecting real estate?**
Keep tabs on legislative and judicial updates with our *Legislative Watch* and *Recent Case Decisions*!

To access all these features and much more, visit firsttuesdayjournal.com/preview and sign up for our free weekly email newsletter!

Smartphone users:
snap the QR code!



Chapter 3 Human resources: low-level management by brokers

This chapter comments on the rapid and wasteful turnover of entrants into the real estate profession.

The entry and exit of agents

In 2004, 53,530 original real estate salesperson licenses were issued to individuals by the Department of Real Estate (DRE). Four years later, on expiration of all these licenses at the end of 2008, 62% (33,283) of the **agents** originally licensed in 2004 **no longer participated** as licensees rendering services in real estate transactions because they either failed to renew (23,159 or 43%) or renewed as inactive, unemployed licensees (10,124 or 19%).

Thus, of all the agents originally licensed in 2004, only 38% (20,247) **remained active** in the practice of real estate brokerage by 2009, four years on.

The monthly influx of new agents has remained nearly constant since October 2007, between 1,000 and 1,300 monthly.

Agent population movement

Roughly 50% of the individuals coming into real estate as new sales agents will leave the real estate profession by letting their licenses expire at the end of their first four-year license period. Roughly one third of those who renew their sales agent license will not be employed by a broker; they will not be involved in real estate transactions as agents.

Thus, around one third of the 60,000 individuals who received their licenses in 2005 will be actively participating as agents in real estate transactions in 2010. Of the 23,000 licensees remaining after entering in 2005, around 5,000 will have become brokers.

The number of new sales agents entering the real estate profession has stabilized at around 14,000 per year. This trend will likely continue through 2014 until Generation Y finally starts entering the real estate market as first-time homebuyers at ages 30 to 35. Home sales will again rise and peak as Generation Y household formations peak around 2016, 30 years after their parents created the real estate boom of the mid-to late-1980s. This activity will bring an increase in new agents sensing easy money with increasing sales volume and rising prices.

However, the new sales agents entering after 2008 will be of a different mindset and talent than the mostly “hit-and-run” types who entered between 2003 and 2007. This incoming batch will be more dedicated and more likely to possess long-term expectations. Their plans and goals will cause fewer of these future entrants to drop out by the end of their first four years. Many will be from families owning investment property or with brokerage backgrounds, and will enter for far better reasons than to get rich quick.

Sales agents who have upgraded to broker status have already found their sea legs in the real estate industry. Thus, most of them will remain active throughout the remainder of the current California real estate recession.

The emerging consequences

The precipitous decline in the number of real estate agents entering the profession coincides with the decline in sales of real estate. In early 2008, seven percent (1 in 14) of all single family residences (SFRs) in California stood vacant. They were owned by speculators, as second homes (which were also acquired in the height of speculative fervor) or as real estate owned (REO) foreclosure properties.

Many of the **speculators** were first-time agents who were only suited to function in a real estate market during a boom phase. While the current batch of entrants are embracing more sustainable, long-term real estate strategies, the quick-buck type of real estate agent is swiftly exiting the stage and taking with them the artificial support they and other flippers gave and will continue to intermittently give to sales numbers.

The fever to speculate, while never entirely gone, will not likely rise again until around 2015, unless the flood of foreclosed REO properties hitting the market in 2009 and 2010 continues to drive prices down. In the interim, builders and existing homesellers will have to get rational about pricing and listing periods due to the lack of intensive competition between agents which helped push prices up in 2003 through 2005.

Also, the return to the slower-paced fundamental of lending will likely push prices down during 2009 and 2010, particularly in high-end properties. Further, agents intent on flipping are no longer around to load their friends, relatives, and social, civic, or religious contacts with properties. All of these agent interactions contributed to the price “bubble”.

Large brokerage office production

In the past, large SFR brokerage operations with branch offices depended largely on the flood of newly-licensed agents to fill their offices by occupying space, called *cubbies*. While the turnover was high due to agents burning through contacts without developing a viable client base, the broker and office managers were able to mitigate the turnover by aggressively soliciting new licensees and quickly bringing in fresh replacements. The source of these list-and-run agents has dropped dramatically from 5,000 new entrants monthly during the peak years of 2004-2006 to 1,300 monthly since October 2007.

When viewed in this context, and not the context of vanished buyers, *economic reality* is forcing brokers operating branch offices to shutter the least productive branches, release the weakest office managers and under-performing agents, and attempt to relocate agents who generate business to other branches.

Even more troubling for large brokerage operations is the bickering arising over their fee-splitting arrangements with their agents who are making fewer sales and at lower prices/fees. Meanwhile, the broker is taking in fewer dollars and shouldering the costs of overhead, promotion, and servicing excessive listings.

Gradually, agents employed by large brokerages consider becoming brokers or teaming up with other agents and a broker in smaller operations in an effort to reduce the fee percentage due the broker. These agents too often do not have the business acumen to set up and operate a brokerage office, even if it is their own one-man operation. They do it believing, rightly or wrongly, that their current broker is getting too large a share of the fees.

Preparing for the next cyclical phase

Large brokerage offices will also need to retrench and develop more efficient operating methods if they are to remain competitive and attract clientele. During boom times, large offices had the luxury of keeping low-producing agents on staff since the broker was earning enough to gamble on the off-chance a low-producing, marginal agent would actually close a sale. With a dearth of newly arriving agents to fill desk space, the nonproductive (and even the under-productive) agents may have to be released.

Brokers who learn to cut overhead and eliminate operating inefficiencies during and following the recessionary years will be in the best position to profit from the up-tick in sales volume which will likely begin in 2012. Planning ahead will be a defining characteristic of brokers who will still be operating in 2011, ready to get in on the action the next time the federal reserve and Wall Street turn money loose on the public, as they will.

Age demographics will supply large numbers of homebuyers between 2012 and 2017, and a hoard of speculators will be right behind them, competing with them to buy properties. All this will push the housing market into another boom, and the prices up, just as if there had never been a bust in 2009.

Solving the dropout problem

The rate of attrition for agents entering the real estate profession suggests that fully one third of the new licensees are not qualified by education, temperament or experience. They should not have been licensed or hired in the first place.

Possibly, the attrition is due to the brokerage community's inability or unwillingness to give new licensees the administrative oversight, technical training, structured routine and organizational support necessary to attract and retain individuals seeking to enter the business of real estate services as a life-long profession.

Also, the disruptive cyclical nature of boom and bust within the real estate industry, reflected in the number of entrants from year to year, is a factor which only aggravates the turnover rate.

Alternatively for those who became licensed in 2004, the DRE guidelines for licensing were too permissive, i.e., the threshold to obtain a license was low.

Becoming licensed as a real estate agent until October 2007 bordered on being a "no-brainer," especially for individuals with a little tenacity. All that was needed to qualify to take the state exam and become licensed was the completion of one course – principles.

However, passing the state licensing exam requires more instruction than just a principles course. Thus, a "boot-camp" style, weekend cram course (or some other equally intense program) designed solely to pass the state exam was needed to supplement the principles course in order for most individuals to pass the state exam.

This preparatory course for the state exam is not education since it does not contribute to the competence of the individual for purposes of acting as a real estate agent on behalf of a broker. The DRE has been criticized by other state agencies for this failure and may change their testing procedure to reflect actual conditions experienced in practice.

Even with the requirements today of three college level courses to become licensed, new real estate agents come to the real estate brokerage world without any practical experience and insufficient effective education to assist, much less advise, the clients who retain the services of their broker.

A step in the right direction would be two years of on-the-job training for a new agent as an assistant, sometimes called a *runner*, to his broker or an experienced agent in the office. The agent then learns the ropes under a high-volume agent in the office, or with the office's transaction coordinator. At some point, the agent's level of competence is sufficient to satisfy the broker to allow them to operate on their own and report directly to the broker or office manager rather than a team leader. Industrial and commercial brokers tend to follow this course of action.

The broker takes charge

To operate a successful brokerage office, the broker must employ viable agents.

It is the quantity and quality of agents that produce the end result sought by brokers to be successful, i.e., brokerage fees.

As in all service businesses, the lynchpin for achieving success is the ability of management to orchestrate the efforts of qualified agents.

However, most brokers employing agents tend not to dedicate sufficient energy to the supervision of their agents. A level of seemingly deliberate neglect prevails in most single family residential brokerage offices. Thus, agents are left to learn the trade by observation or some third-party training, and to hone their skills by trial and error. This is an empirical result based more on the agents' good instincts than on training, procedural policy and constant supervision by the broker.

Brokers need to be more than distant observers limited to providing remote oversight for the agents. They or their administrative assistants and managers must learn to supervise and police the business-related conduct of their agents.

Supervisory conduct includes:

- setting the *production goals* to be attained (listings and sales);
- an analysis of the *agent's income* and expenses [See **first tuesday** Form 504];
- the setting of fees needed for the agent to become *financially viable* as a real estate agent;
- establishing the personal routines and activities which will likely make the agent productive, i.e., overseeing the agent's *management of time* spent working for the broker; and
- the insistence that *compliance reports* be prepared and delivered periodically to management. [See **first tuesday** Forms 520 through 523-1]

Further, the broker must be actively involved in the agent's fulfillment of the duties the broker owes to clients with whom the agent has contact.

Thus, the agent knows from the beginning just what level of production is expected of him by the broker as a requirement for remaining with the office. Also, the broker will be demonstrating his expectation that the sales agent is to maintain a competitive attitude about producing listings and buyers. Further, an environment will have been created with a greater probability of producing purchase agreements and closings, which spells success for all involved.

The myth of “too much control”

A dilatory broker employing sales agents in his residential brokerage business frequently uses as a customary excuse for his lack of supervision the age-old, pre-1979 myth that a broker cannot tell an agent what to do, where to do it, or the amount of time the agent will spend doing it. As the myth goes, the agents are not employees; they are independent contractors who must operate free from the broker's direction. If not, some unknown but adverse financial, legal or tax result will be visited upon the broker.

Agents are employees as a matter of California real estate law. They and their brokers are excluded as exceptions from benefits and contributions for unemployment insurance and income tax withholding on the **employment** of real estate agents.

Minimum wages for independent contractor agents are only an issue if the agents are desk-bound in the office more than half the time spent working for the broker. The only other employer/employee concern is workers' compensation insurance which every broker employing a sales agent, as an independent contractor or otherwise, must carry. [See Chapter 1]

A broker's efforts during an agent's apprenticeship and start-up period often fail to develop agents who remain in the business. On an agent's failure to remain with the office, the broker should conduct an internal review to determine:

- why the agent should not have been hired; and
- if they should have been hired, what would have made them successful real estate agents.

With adjustments by employing brokers in hiring, training and managing their agents, the broker's human resources will become long-term assets — the arms and legs of his business — not just bodies occupying cubicles and floor space in the office.

Chapter 4

The MLS environment

This chapter discusses the role multiple listing services (MLSs) have had, and continue to have, on the residential brokerage community.

An industry-wide misconception

In everyday practice, sales agents who work with buyers on behalf of their brokers are commonly referred to as “buyer’s agents” or “selling agents.” However, in legal terms, it is the brokers employed by the buyers who are the **buyer’s agents**. [Calif. Civil Code §2079.13(n); see Form 305 §3 accompanying this chapter]

Historically, and incorrectly, the broker and his agent who represented a buyer in a sales transaction have been referred to as *subagents* within the residential multiple listing service (MLS) brokerage community. The misnomer was a product of the pre-1980s MLS environment, which held that all brokers (and their agents) who were members of a trade union’s MLS were automatically “seller’s agents.”

The basis for the rationale rested on the premise that the sole purpose of the MLS was to **locate a buyer** for those sellers whose properties were posted in the MLS. Thus, all MLS members were said to be working either as the listing agent or a *subagent* of the seller, **employed to sell** the property listed in the MLS.

Accordingly, the MLS member who produced the buyer was improperly viewed as **appointed** by the listing agent to act on behalf of the seller by virtue of:

- the MLS membership; and
- the authority granted by a **subagency provision** in the listing agreement of the day.

Thus, the buyer of a property published in the MLS was without representation since no member of a trade union MLS could theoretically represent a buyer.

The MLS subagency concept was perpetuated by peer pressure amongst MLS residential brokers to conform to “industry trade standards.” Thus, buyers were unable to employ brokers who were MLS members, a situation which often led to an undisclosed dual agency by their agent.

However, the MLS subagency approach to marketing real estate had begun to wane by the early 1980s. By then, brokers who sought to openly represent the best interests of buyers began to classify themselves as *single-agency* brokers. In fact, this single-agency activity was the predecessor of today’s openly acknowledged buyer’s agent.

The cooperating broker’s subagency dilemma

Today, nearly three decades later, the buyer’s broker and the broker’s agents still sometimes improperly refer to themselves as the *cooperating office* or cooperating agents in a sales transaction.

The term **cooperating** arose out of the old MLS subagency concept whereby the listing broker shared the fee paid by the seller with the buyer’s broker. **Fee sharing** is currently authorized by the broker cooperation clause in listing agreements. [See **first tuesday** Form 102 §4.2]

Originally, under the old MLS application of subagency, the existence of the cooperation clause was **essential to the receipt of fees** by those brokers and sales agents who “produced” a buyer since the agent was without a retainer agreement with the buyer and had to get “cooperation” under a fee-sharing arrangement with the seller’s broker in order to get paid.

MLS brokers under the MLS subagency theory were not employed to act as an agent for a buyer. The purchase agreement forms used were devoid of fee arrangement provisions in the buyer’s offer. Yet, a fee provision in the offer is needed to provide the buyer’s broker with the ability to independently set his fee and, if accepted or some other arrangement is concluded, enforce collection of the fee.

All MLS subagency arrangements came to a stop by the mid-1980s when the real estate agency law was enacted and buyer’s listings began to be generally used.

Under a buyer’s listing, MLS brokers and their agents could now effectively act on behalf of buyers without negotiating a fee-sharing arrangement with the seller’s broker, who is the **adversary** of the buyer and the buyer’s broker. As a result, buyer’s agents began to set the amount of the fee they were to receive (paid by sellers) without the listing agents dictating, managing or controlling negotiations over the amount of the fee buyers were willing to allow their agents to receive.

Selling agent or buying agent

The term “selling agent” also has its roots in the old subagent/cooperating agent MLS environment. At the time, listings published in MLS books were reviewed by members with the intent of “helping to sell” the properties to buyers.

Thus, the nonlisting broker/agent, under prior MLS logic, was the one “selling the property” to a prospective buyer “produced” by the selling agent. However, the buyer’s agent was, and still is, **selling nothing at all**. A selling agent acting on behalf of a buyer is locating property and representing his buyer in the purchase of real estate as a “buying agent.”

Today, the term “selling agent” has been codified in real estate agency law, as has the term “buyer’s agent.”

However, use of the term “selling agent” does not always mean the selling agent is the buyer’s broker.

For instance, the buyer’s agent is **always defined** as a selling agent. However, the selling agent is **not always the equivalent** of the buyer’s agent. The term selling agent is also legally defined to include a listing broker or his agent who is in direct contact with a buyer, whether or not the listing agent has obligated himself as a dual agent to act as the representative of the buyer.

Representing the buyer requires the agent to locate suitable property and to carefully and diligently advise the buyer on the nature of the property. Also, if an agent represents a buyer, he must seek the most advantageous price and terms available to the buyer when negotiating the acquisition of property.

Thus, when no other broker is involved in a sales transaction, the **listing broker** is also legally referred to as the *selling agent*, a situation referred to in practice as “double ending” the sale.

The listing broker who **double ends** a transaction is not the buyer’s agent at all. However, the listing agent may undertake the representation of the buyer to locate and advise on the acquisition of suitable property, in which case the broker is also a dual agent. A buyer’s agent absolutely represents the best interests of a buyer. This is not always so when classified as a selling agent.

In a real estate sales transaction, the agent identified and referred to as the **buyer's broker** or buyer's agent is known to all persons, be they judges, legislators, sellers, buyers, lenders, escrow officers or even fellow licensees, as the agent exclusively representing the buyer.

The title “buyer’s agent” is now, but has not always been, conceded by the real estate profession to be an appropriate reference to the buyer’s representative. However, the clarity and ease of its use is both undeniably generic and persuasive, and indicates the *special agency duties* owed by a buyer’s agent to the buyer in a sales transaction. This attitude is lost by use of the nebulous and multifaceted term, selling agent.

Competition vs. price fixing

In 1955, a group of California residential MLS brokers agreed the fee to be charged a seller on all home sales was to be 6% of the price paid by a buyer. This 6% rate of compensation met little resistance from anyone for the next 20 years, even though the price fixing scheme of “same-percentage, same-split” arrangements had already been ruled a violation of federal antitrust laws.

However, the unionized residential MLS brokers did not comply with court orders. To enforce the price fixing 6%/50:50 fee split, the residential brokers used the MLS they controlled to require brokers to publish listing information on the MLS. Included was the total fee agreed to by the seller (and it was to be 6%), with a share (3%) to be retained by the listing broker and a share (3%) to be paid to the buyer’s broker.

In this fashion, the seller’s broker submitting a listing to the MLS was policed by all other brokers and agents for conformance to the 6%/50:50 policy of fixed fees and sharing. If a seller’s agent did not comply, all the other (fee-fixing) MLS brokers and their agents were instructed by the trade union to either refuse to deal with the nonconforming office or to unilaterally refuse to share fees (50:50) on the sale of their listings with the offending, nonconforming listing broker.

More financially persuasive, the residential broker’s trade union arbitration board would (and did) enforce the 6%/50:50 rule. Thus, after a short period of fellow-broker inflicted financial injury, the fee-cutting (and successfully competitive) listing office, derogatorily called a *discounter*, would eventually capitulate to the 6%/50:50 routine or go out of business. [**People v. National Association of Realtors** (1981) 120 CA3d 459]

Enforcement by residential brokers of the 6%/50:50 rule was made possible through *binding arbitration*. The local trade union owned or controlled the MLS. More insidious, compulsory membership in one (the trade association with its binding arbitration agreement) was then a requisite to admission to the MLS.

Thus, when a broker using the MLS violated its price-fixing policies regarding fees, the trade association became the instrumentality used by conforming brokers to enforce the patently illegal **price fixing activity** by a money award in arbitration. The award was followed by an automatic court-ordered money judgment for enforcement against the competitive fee-cutting, discount broker.

In California, MLS subscribers no longer need to become members of a trade association in order to post listings and access the MLS database, even if the MLS is owned by the association. Thus, the MLS subscriber avoids the suppressive instrumentality of trade association membership. [**Marin County Board of Realtors, Inc. v. Palsson** (1976) 16 C3d 920]

MLS fees fixed and competition banned

Consider a group of local real estate trade associations who each operate their own multiple listing service (MLS). Each association provides their own MLS support services to their subscribers. They also set the price for these support services independently, based on cost. Some are efficient and very successful at providing these services, incurring less than \$10 in total costs per subscriber monthly. Others are inefficient and incur costs of \$50 per subscriber monthly to provide their MLS support services.

The associations then form a separate corporation in which they are shareholders in order to create and operate a county-wide MLS. Each association is independently contracted by the corporation to provide MLS support services for the subscribers to the new regional MLS.

To assure the continued financial viability of those associations with disproportionately higher operating costs for their inefficient servicing of their MLS subscribers, the associations collaborate to set the minimum fee all associations will charge at \$25 per subscriber monthly. The less efficient associations are paid a fixed monthly **cash subsidy** on top of the support services fee without which they would be providing these services at a loss. With the **fee fixed** for services, the efficient associations agree not to charge less and compete to deprive the less efficient associations of subscribers.

Competitive organizations may **join together** to eliminate their separate MLS database operations in favor of a single county-wide MLS. The resulting MLS is more **effective** — greater regional coverage — and more **efficient** — reducing the need of brokers to subscribe to two or more MLS database services.

However, the question then arises as to whether they can *collude*:

- to set the fee charged for the MLS services each MLS will provide; and
- to ban any discounting or rebates by the efficient and more competitively operated associations.

The simple answer is no. Price fixing is illegal!

The fee which reimburses the associations for the cost of their MLS support services cannot be legally set by agreement between the competing associations. This is especially true when the larger, more efficient associations then received millions of dollars from their members in increased MLS support services fees for exceeding the actual cost they incurred to provide those services.

This arrangement provided the large associations with huge financial rewards at the improper expense of their member subscribers. [**Freeman v. San Diego Association of Realtors** (9th Cir. 2003) 322 F3d 1133]

It was the likelihood that some of the associations would go out of business under an efficient county-wide MLS which led to the price being fixed at a *supra-competitive* and illegal level in the first place. This led to the banning of competitive pricing for MLS services provided to subscribing brokers by the MLSs agreeing to no discounts or rebates for their broker-subscribers (which would have reflected the actual costs of an association).

However, competition or *economic darwinism* must be allowed to occur by the process of *creative destruction*. Under open market conditions, the more efficient associations would have brought about the demise of the less productive associations to the financial benefit of all the MLS users within the enlarged servicing area.

Chapter

5

Subagency

and dual agency

This chapter analyzes the conduct of a subagent in contrast to the conduct of a dual agent, and distinguishes fee-sharing/broker cooperation arrangements from both.

Agency and fee sharing misconceptions

Payment by a seller or listing broker of the brokerage fee earned by a buyer's broker in a real estate transaction in no way determines the **agency relationship** of the buyer's broker and his agents to either the buyer or the seller.

Thus, neither a *subagency* nor a *dual agency* relationship is created between the seller and the buyer's broker simply because the seller pays the buyer's broker a fee. This fee-agency rule applies whether the seller pays the fee directly to the buyer's broker, or it is paid to him indirectly from the fee received by the seller's/listing broker. [Calif. Civil Code §2079.19]

Conversely, the buyer's broker does become a dual agent should the wording of the seller's acceptance provision in a purchase agreement state the seller **employs** the buyer's broker as part of the seller's provisions for payment of fees.

However, in practice, brokers and agents working for buyers to locate suitable property rarely consider themselves agents of the seller when they show their buyers properties listed with other brokers. They also do not normally conduct themselves as **subagents** of the seller or as **dual agents** representing both seller and buyer.

Subagency: MLS membership myth

The mere membership of a buyer's broker in a multiple listing service (MLS) never creates a dual agency or subagency relationship with any of the sellers represented by other broker-members who publish listings of property for sale in the MLS. Agency, whatever the type, is created either by contract or by the **conduct of each broker** (and his agents) when interacting with a buyer or seller in a transaction, not by trade memberships or the seller's payment of the fee. [CC §2307]

Subagency duties differ greatly from misleading MLS subagency concepts. "MLS subagency" arose out of notions held about the nature of **cooperation** between brokers in fee-sharing arrangements. The focus within the MLS for determining agency relationships was improperly placed on the relationship between the brokers, which overlooked the principal- to-broker relationships in transactions.

For example, when an MLS selling broker (erroneously) believes he is a "subagent" in a transaction on property listed in the MLS by another broker, the critical brokerage facts include:

- the broker working with the buyer is an MLS member;
- the buyer has been assisted by the broker (or the broker's agents) to locate qualifying properties for the purpose of purchasing one which is suitable;
- the buyer has signed a purchase offer prepared by the broker to buy property listed with another broker who is also an MLS member; and

- the brokerage fee due the broker will be paid from funds accruing to the seller based on an agreement made by the listing broker in MLS publications to share his fee with any broker-member who submits an offer from a buyer at the listed price.

Again, the buyer's broker does not become a subagent of the seller due to the sharing of the fee, unless he **conducts himself** as the seller's representative in negotiations without undertaking any agency duties to represent and negotiate on behalf of the buyer.

It is instructive to observe that a buyer's broker shares fees with the listing broker, not duties. The buyer's broker is not mandated to perform a **visual inspection** and disclose his observations on behalf of the seller as required of listing agents, legal subagents and dual agents.

Subagent vs. fee-sharing broker

A seller's listing agreement authorizes the listing broker to cooperate with other brokers and to divide with them any brokerage fee due under the listing. [See **first tuesday** Form 102 §4.2]

Today, listing agreements no longer include wording which also authorizes the seller's listing broker to delegate to other brokers the authority to **also act** on behalf of the seller as the seller's agent to **locate buyers** and obtain offers to purchase, an activity legally establishing a **subagency** with the seller.

However, should a provision in a listing agreement actually authorize the listing broker to create a subagency, the listing broker may then act on behalf of the seller to employ another brokerage office as a **subagent** to help market the property.

It is beneficial to understand the circumstances under which a buyer is handled when a subagency exists so the multitude of real estate agency roles available in California can be better appreciated.

Subagency facts in a purchase agreement setting typically include:

- two separate brokers, one being a seller's listing broker and the other broker referred to legally as a "selling broker" (since he has contact with a buyer);
- a seller who is exclusively represented by the listing broker; and
- a buyer who is not represented by the selling broker (and may or may not be represented by yet another broker).

Dual agency as an authorized practice

Simply put, a **dual agent** is a broker who is acting as the agent for the **opposing parties** in a transaction, e.g., both the buyer and the seller. [CC §2079.13(d)]

The problem with dual agents is not that dual agency is improper. Dual agency has always been and is proper brokerage practice. However, what is improper is failing to confirm the existence of a dual agency in the agency confirmation provision of a purchase agreement for a one-to-four unit residential property. [CC §2079.17]

Further, a broker on any type of real estate transaction who fails to promptly disclose his dual agency at the moment it arises is subject to:

- the loss of his brokerage fee;

- liability for his clients' money losses; and
- disciplinary action by the Department of Real Estate (DRE). [Calif. Business and Professions Code §10176(d)]

For example, a buyer's agent locates property his buyer is interested in purchasing. The agent then negotiates and receives a written listing agreement from the seller without first disclosing his agency relationship with the buyer. The buyer then makes an offer, which the seller accepts. In the offer, the seller agrees to pay the broker a fee. Again, there is no disclosure of the agency relationship with the buyer.

Before closing, the seller discovers the broker's prior relationship with the buyer and cancels payment of the brokerage fee. The broker demands his fee for locating the buyer.

Here, the broker cannot recover a brokerage fee. The broker intentionally failed to disclose his **dual agency** to the seller at the moment it arose, i.e., at the time he entered into the listing with the seller. [**L. Byron Culver & Associates v. Jaoudi Industrial & Trading Corporation** (1991) 1 CA4th 300]

Also, once a broker becomes a dual agent, he (and his agents) too often do not know how to perform as a dual agent, usually due to a lack of training.

Both clients are entitled to advice

A rule of sorts for disclosure of relevant facts about the transaction, which are known or come to the dual agent's attention either before or after acceptance of an offer, is to advise both parties of the facts by written memorandum, and keep a copy of the memo in the client's file.

However, when a dual agency is established in a one-to-four unit residential sales transaction, and both parties are represented by the same broker, the broker (and his agents) may not pass on any information relating to the **price or terms of payment** from one party to the other. What price the buyer may be willing to pay, or the seller may be willing to accept, must remain the undisclosed knowledge of the dual agent, unless authorized to release the information in a writing signed by the principal in question. [CC §2079.21]

Thus, without authorization, the dual agent is now a "secret agent." He must keep secret the minimum pricing sought by the seller and the maximum pricing obtainable from the buyer.

The decision not to release pricing information must be made and maintained from the moment the dual agency arises. The dual agency typically occurs when the buyer who is an existing client is exposed to property listed by the broker — a moment which always occurs before the purchase agreement is prepared and the resulting agency relationships are confirmed.

The written authority needed to advise the seller of the buyer's willingness to pay more, or the seller's willingness to accept less, is best documented on a **modification of listing** form signed by the client whose confidential pricing information is to be released to the other client. The authority would be given to the broker who would retain the document in his file. [See **first tuesday** Form 120]

Dual agency and diminished benefits

Generally, the clients of a dual agent do not receive the full range of benefits they would have obtained from an exclusive agent. The conflicts which exist in a broker's dual representation rule out aggres-

sive negotiations to obtain the best business advantage for either party. This holds true even if different (listing and selling) agents employed by the **same broker** each work with different parties to the same transaction.

While a broker owes his client the duty to pursue the **best business advantage** legally and ethically obtainable through negotiations and agreements, the dual agent is foreclosed from achieving this advantage for either client. The dual agent cannot take sides with one or the other during negotiations.

Thus, a natural inability exists to negotiate the highest and best price for the seller, and at the same time, negotiate the lowest and best price for the buyer. Further, the broker and his agents, while acting as dual agents, are precluded in sales transactions on one-to-four unit residential property from discussing pricing without prior written approval.

The *legal agent* for a buyer or seller in a transaction is the broker, not the broker's agents or brokers employed by the broker who are in contact with the principal. Inhouse transactions which involve the broker as a dual agent make it particularly difficult for the broker to oversee and supervise dual agency negotiations.

Typically, one agent employed by the broker acquires the listing from a seller while another agent in the broker's employ works separately with a buyer to locate qualifying properties listed with other brokers.

The broker becomes a dual agent the moment the buyer is then shown an in-house listing.

However, an improper tendency in transactions involving only one broker and two of his agents who are separately working with a seller and buyer in a sale is to automatically designate the broker as a dual agent.

In fact, the buyer may well be a party to whom no agency duties are owed by any broker or agent. The buyer may have simply responded to the broker's "For Sale" sign, open house or ads marketing the listed property. And without being shown unlisted properties or properties listed with other brokers, the buyer may make an offer on an "in-house" listing through an agent employed by the broker who is not the listing agent.

When the buyer's inquiry and review of properties is limited to properties listed with the broker, the sale of an in-house listing directly to a buyer who has not retained a broker to represent him does not, without more, create an agency relationship with the buyer. [Price v. Eisan (1961) 194 CA2d 363]

However, there remains, as always, the listing broker's *general nonfiduciary duty* to disclose material facts about the listed property to all parties, including the non-client buyer. Facts to be voluntarily disclosed include the condition of the property's physical aspects, and the natural and environmental hazards of the location that may have an adverse effect on its value or might otherwise affect the buyer's decision to purchase the property. Further, there are always the disclosures made by the agents in response to any inquiry by the buyer.

Chapter 6

Conflict of interest

This chapter demonstrates a broker's use of a Conflict of Interest Disclosure to avoid breaching the fiduciary duty he owes to his client when he has a bias relating to the opposing party in a transaction, or another, whose interests are in conflict with his client's.

Professional relationships compromised

A *conflict of interest* arises when a broker or his agent, acting on behalf of a client, has a competing professional or personal bias which hinders his ability to unreservedly fulfill the fiduciary duties he has undertaken to advise and act on behalf of the client.

In a professional relationship, a broker's financial objective of **compensation for services** rendered by the broker is not a conflict of interest. However, fees and benefits derived from professional courtesies, familial favors, and preferential treatment by others toward the broker or his agents is compensation which must be **disclosed** to the client. [See Form 119 accompanying Chapter 21]

Further, the referral of a client to a financially controlled business, owned or co-owned by the broker, must be disclosed by use of an affiliated business arrangement (ABA) form, and is also not a conflict of interest.

A **conflict of interest** addresses the broker's personal relationships potentially at odds with the agency duty of care and protection owed the client.

Thus, a conflict of interest creates a fundamental *agency dilemma* for brokers, not a compensation or business referral issue. A conflict of interest exists when:

- a broker has a positive or negative **bias** toward the opposing party in a transaction or a person indirectly involved in the client's transaction; and
- that bias in favor of or against the other person might *compromise* the broker's ability to freely recommend action or provide guidance to the buyer or seller, landlord or tenant, or lender or broker he agreed to represent.

This bias regarding an opposing person or a party not directly involved, to whom the broker may or may not also owe an agency duty, must be disclosed if the bias might disrupt the broker's ability to make impartial decisions about the care and protection he owes his client. Unless disclosed and the client consents, the conflict is a breach of the broker's fiduciary duty of good faith, fair dealing, and trust owed to his client should the broker continue to act on the client's behalf. [See Figure 1 accompanying this chapter]

Situations involving a conflict

A conflict of interest, whether patent or potential, is disclosed by the broker at the time or as soon as possible after the conflict arises. Typically, the conflict arises prior to providing a buyer with property information or taking a listing from a seller.

The disclosure creates transparency in the transaction, revealing to the client the bias held by the broker which, when disclosed, allows the client to take the bias into consideration in negotiations. Though the disclosure and consent does not neutralize the *inherent bias* itself, it does neutralize the *element of deceit* which would breach the broker's fiduciary duty if left undisclosed.

Potential overlaps of allegiance or prejudice which cause a **conflict** that a broker or his agent must disclose include:

- the broker or his agent holds a direct or indirect *ownership interest* in the real estate, or are directly or indirectly a buyer of the property in the transaction, including a partial ownership interest in a limited liability company (LLC) or other entity which owns or is buying, leasing, or lending on the property;
- an individual related to the broker or one of his agents by **blood or marriage** holds a direct or indirect ownership interest in the property or is the buyer;
- an individual with whom the broker or a family member has a *special pre-existing relationship*, such as prior employment, significant past or present business dealings, or deep-rooted social ties, holds a direct or indirect ownership, leasehold, or security interest in the property or is the buyer;
- the broker's or his agent's concurrent representation of the opposing party, a *dual agency situation*; or
- an **unwillingness** of the broker or his agent to work with the opposing party, or others, or their brokers or agents in a transaction.

Simply, a conflict of interest arises and is disclosed to the client when the broker:

- has a *pre-existing relationship* with another person due to kinship, employment, partnership, common membership, religious affiliation, civic ties, or any other socio-economic context; and
- that relationship might hinder his **ability to fully represent** the needs of his client.

Unfortunately, comprehensive rules do not yet exist which establish those instances where a conflict of interest arises and needs to be disclosed. Thus, brokers are left to draw their own conclusions when situations regarding a property or a transaction with or involving third parties arise. In practice, brokers, and especially agents, all too often err on the side of nondisclosure, putting their brokerage fee, if not their license itself, at risk.

Generally, if a broker even questions whether it is appropriate to disclose a potential conflict of interest to a client, he should disclose it. The existence of any concern is reason enough for a prudent broker to be prompt in seeking his client's consent to the potential conflict. By timely disclosing a conflict of interest and obtaining consent, the broker immediately creates an honest working relationship with his client.

The client's tardy discovery of the conflict and their complaint to the Department of Real Estate (DRE) for failure to make the disclosure and obtain consent before continuing to advise or act on behalf of the client can result in the suspension or revocation of the broker's license by the DRE. [Calif. Business and Professions Code §10177(o)]

Fundamentally, a broker who becomes aware he has a conflict of interest but is reluctant to disclose it and seek the client's consent should consider rejecting or terminating the employment with that individual.

Figure 1

Relative's participation in a transaction

A seller's broker must disclose the broker's acquisition of any direct or indirect interest in the seller's property, or whether a family member, a business owned by the broker, or any other person holding a special relationship with the broker (such as his agents) will acquire an interest in the seller's property. [See Figure 1 §3.6]

For example, a broker's brother-in-law makes an offer to buy property the broker has listed. The purchase agreement states the broker is to receive a fee and that he represents the seller exclusively.

The broker does not disclose to the seller that the buyer is his brother-in-law.

The broker opens two escrows to handle the transaction. The first escrow facilitates the sale and transfers the property from the seller to the broker's brother-in-law.

The second escrow is for the sole purpose of transferring title to the property from the brother-in-law to a limited liability company (LLC) in which the broker holds an ownership interest, a syndicated acquisition. Both escrows close and the broker receives his fee.

The seller discovers the buyer to whom he deeded the property was his broker's brother-in-law and that the true buyer was an entity partially owned by the broker. The seller demands a return of the brokerage fee claiming the broker had a conflict of interest which breached the fiduciary duty he owed to the seller since it was not disclosed and the seller did not consent.

Here, the broker is not entitled to retain the brokerage fee he received from the seller. Further, the seller is entitled to recover any property value at the time of the sale in excess of the price he received, or he can set the sale aside, due to the failure of the broker's agency with the seller.

A broker cannot act for more than one party in a transaction, including himself, without disclosing his **dual role** and obtaining the **client's consent** at the time the conflict arises. [Bus & P C §10176(d); see Figure 1]

Also, a seller's broker has an affirmative duty to disclose to the seller his agency or other conflicting relationship he might have with the buyer, even if the seller fails to inquire into whether the broker has a relationship with the buyer.

Further, failure to disclose a broker's personal interest as a buyer in a transaction when he is also **acting as a broker** on behalf of the seller constitutes grounds for discipline by the Real Estate Commissioner. [**Whitehead v. Gordon** (1970) 2 CA3d 659]

In another example, a seller, acting on a broker's advice as to the estimated value of his real estate, retains the broker to find a buyer for the property. [See **first tuesday** Form 318]

The broker and seller enter into a net listing agreement.

Under the **net listing**, the seller agrees to take a fixed sum of money as the net proceeds for his equity should the property sell. Also, the net listing provides for the broker to receive all further sums paid on the price as his brokerage fee.

The broker arranges a sale of the property to his daughter and son-in-law. The seller is not informed of the broker's relationship with the buyer. On the close of the transaction, the broker receives his fully disclosed brokerage fee as the net proceeds remaining from the sale in excess of the net listing price.

On discovery of the broker's relationship with the buyer, the seller demands a return of the brokerage fee claiming the broker's kinship with the buyer is a conflict of interest which was not disclosed, violating the fiduciary duty he owed to the seller. The broker claims the seller cannot recover the brokerage fee no matter who the buyer was since the seller only bargained to receive a fixed amount on the sale of his property under the net listing agreement.

Here, and whenever a broker is employed under any type of listing, he has an obligation to voluntarily disclose to his seller, and do so at the earliest opportunity, any special relationship he may have with the buyer and obtain the seller's consent before proceeding. The seller, unaware of the **family relationship** between his broker and the buyer, can recover the brokerage fee he paid to the broker. [**Sierra Pacific Industries v. Carter** (1980) 104 CA3d 579]

A relative owns the property sold

A selling broker employed to act on behalf of a buyer will disclose to his buyer the nature and extent of any direct or indirect interest **he or his agents hold** in any property presented to the buyer.

For example, a licensed broker acting as an agent on behalf of a buyer shows the buyer several properties, one of which is owned by the broker and others, vested in the name of an LLC. The broker promptly informs the buyer he has a listing on the property, but does not inform the buyer of his indirect ownership interest in the property.

The buyer later decides to purchase the LLC property. An offer is prepared on a purchase agreement form with an agency confirmation stating the broker is the agent for both the buyer and seller. The offer is submitted to the LLC. [See **first tuesday** Form 159]

The broker, aware the buyer will pay a higher price for the property than the initial price offered by the buyer, presents the buyer with a counteroffer from the LLC at a higher selling price. The buyer accepts the counteroffer.

Here, the broker has a duty to promptly disclose his ownership interest in the property to the buyer the moment the conflict arises – the exposure of the buyer to the property. The conflict of interest in the broker's ownership is a material fact requiring disclosure since the buyer's decisions concerning acquisition of the property might be affected.

As a result of the lack of disclosure of the conflicting position of the buyer's broker, the buyer can recover the fee received by the broker and the increase in price under the counteroffer.

Had the buyer known the broker held an ownership interest in the property when it was first presented, he might have negotiated differently when setting the price and terms for payment, or retained a different broker to represent his interests who was not compromised by a conflict of interest.

However, a broker acting solely **as a principal** in the sale of his own property is not restricted in his conduct by compliance with agency obligations. The broker selling or buying property for his own account should act solely as the seller or buyer, rather than pay himself a taxable fee for **also acting as a broker** in the transaction which then exposes him to claims of agency violations. [**Robinson v. Murphy** (1979) 96 CA3d 763]

Taking a fee when acting as a principal

When a **broker-seller** receives a brokerage fee on the sale of his own property or on the purchase of property for his own account, he subjects himself to real estate agency requirements.

For example, a broker sells a residence he owns which exists in violation of safety requirements for occupancy due to defects in the foundation known to the broker. The broker does not tell the buyer about the foundation defects.

Out of the proceeds the broker receives on closing the sale of his property, the broker-seller pays himself a brokerage fee, claiming to **exclusively represent himself** (which is not an agency and does not require a license).

The buyer later discovers he must demolish the residence and rebuild it with an adequate foundation. The buyer obtains a money judgment against the broker for breach of his general agency duty owed to all parties in a real estate transaction to disclose known property defects that cause the buyer to take a loss.

The broker is unable to pay the money judgment. The buyer seeks payment from the DRE Recovery Fund.

Recovery is received from the DRE Recovery Fund since the broker held himself out as **acting as a real estate broker** in the transaction – he received a fee. The broker's license is then suspended. Before the broker can reactivate his license, he must reimburse the DRE Recovery Fund. [Prichard v. Reitz (1986) 178 CA3d 465]

The licensee acts solely as a principal

A DRE licensee acting solely as a principal on his own behalf when buying (or selling) property need not disclose the existence of his real estate license. The licensee has no conflict due to the **existence of his license** since he is not holding himself out as a broker or agent acting on behalf of another person in the transaction.

Consider a broker who is employed by an owner to arrange a real estate loan. The lender making the loan is the broker's sister.

The broker, however, funds the loan himself by depositing his personal funds into his sister's account. In essence, the broker is the lender.

The owner is not advised of the kinship between the broker and the lender, or of the true source of the loan funds. [See **first tuesday** Forms 205-1 and 205-2]

Here, the broker has a duty owed to the buyer to disclose his **dual capacity** in the loan transaction. He was acting both as a broker arranging the loan on behalf of the owner and as the lender making the loan, a conflict of interest. The broker's actions constitute grounds for discipline by the Real Estate Commissioner. [Tushner v. Savage (1963) 219 CA2d 71]

Conflicts in real estate syndication

A potential conflict of interest also exists when a broker **manages multiple LLCs** which own like-type properties in the same market area, the result of his syndicating the acquisition of several properties.

For example, consider a broker entrusted with managing two investment groups which own similar apartment projects located within the same market and compete for the same prospective tenants. The broker is paid a management fee by each investment group based on a percentage of the rents received.

When contacted by a prospective tenant, the broker is initially faced with the dilemma of which apartment building to refer the tenant to and thus which investment group will benefit from the tenant's occupancy.

A similar conflict of interest results from parallel transactions in which multiple LLCs managed by the same broker are actively competing to sell or buy property within the same marketplace.

A conflict of interest of this nature must be disclosed to the investors before they agree to participate as members in an LLC the broker manages. This disclosure is contained in first tuesday Form 371, Investment Circular provision 6d, which states:

- The Manager has numerous other business responsibilities and ownership interest which will demand some or most of his time during the LLC's ownership of the property. The Manager's other interests include ownership of projects comparable to the property purchased in this transaction. To the extent his time is required on other business and ownership management decisions, he will not be involved in monitoring or marketing of the LLC's property. [See **first tuesday** Form 371]

With this disclosure, the **broker's allegiance** to multiple projects and investment groups is transparent and can be taken into consideration by all investors at the time they receive the Investment Circular from the Broker – before investing and consenting to the risk.

Compensation and earnings received by the broker

Direct or indirect compensation received by a broker must be disclosed to his client but not as a conflict of interest. A Compensation Disclosure form is prepared, setting forth the amount of compensation, its form and source as additional benefits the broker and his agents anticipate receiving for any other service they provide as a result of the client's entry into a real estate transaction in which the broker is acting as a licensee. [Bus & P C §10176(g); see Form 119 accompanying Chapter 21]

Additionally, a broker listing a property or representing a buyer who refers the owner or buyer to a business or service provider he owns or co-owns uses an Affiliates Business Arrangement Disclosure Statement to inform the party of his ownership interest in that company. The disclosure enables the broker to indirectly benefit from the referral and properly share in any profits from the referrals he makes to businesses he controls. [See **first tuesday** Form 519]

Similarly, the Affiliated Business Arrangement Disclosure Statement – Loan Broker form is used by a mortgage loan broker arranging financing when referring a borrower to providers of settlement services whose earnings are shared by the loan broker as a co-owner of the provider. [See **first tuesday** Form 205]

[Not Required Reading]

Become a broker now and earn more money!

first tuesday Educators — DRE Sponsor No. 0473
1-800-794-0494

You can become a broker if you are a legal U.S. resident aged 18 years or older and meet the minimum education and experience requirements. (Attorneys licensed in California automatically qualify to take the broker exam without concern for the education and experience requisites placed on non-attorneys.)

The **educational prerequisites** for a sales agent to become a broker include the completion of eight courses, including the six specific titles of Practice, Finance, Legal Aspects, Appraisal, Economics and Principles, plus two selections from nine other course titles such as Property Management and Escrows. Many college courses such as Business Law, Accounting, or Office Administration also qualify as alternatives to some of these educational requirements.

The **work experience** needed by a sales agent to qualify to take the state broker exam consists of two years of full-time employment within the last five years as an agent of a broker or equivalent part-time employment. Experience in other occupations dealing with title or real estate (escrow, title, owner-builder, lending, etc.) qualifies as a substitute for experience as a sales agent. Holding a four-year degree from a regionally accredited college will also exempt you from the experience requirement.

If you meet the education and experience requirements, you can then submit a **Broker Examination Application** (RE400B) to the DRE and take the Broker Exam.

You are allotted five hours to take the **broker exam** — two and one-half hours in the morning and two and one-half hours in the afternoon. Exams are usually scheduled on Wednesdays in San Diego, Los Angeles, Fresno, Oakland or Sacramento.

To pass the exam, you must answer 75% of the 200 multiple choice questions correctly.

If you do not pass the exam, you may continue to re-take the exam for a fee of \$95 until you pass or two years run since filing your application.

On passing the exam, the DRE will send you a **Broker License Application** (RE200). You will fill it out and send it in with the broker licensing fee of \$300.

For current DRE fees, visit www.dre.ca.gov.

Read about your future — now!

New analysis every day, on issues affecting your evolving real estate market.

firstrtuesdayjournal.com.

YES! Send me the five courses checked below and 350+ FREE ft real estate forms!

Do not select courses you have already taken.

Check
any FIVE for
\$249.00
\$199.00 for four courses
\$149.00 for three courses
(Includes taxes and shipping)

- Finance
- Legal Aspects
- Practice
- Property Management
- Economics
- Escrows **NEW!**
- Appraisal
- Principles

Want to pay one course at a time?

Call us about our Five-Pay Plan!

NOTICE: By ordering, I acknowledge I've reviewed the General Information page available at www.firstrtuesday.us. All courses have a minimum 18-day enrollment requirement.

Enroll Now!

Call 800-794-0494 Fax 877-319-8510

www.firstrtuesday.us

P.O. Box 20069 Riverside, CA 92516

Visa Mastercard Check enclosed

Add the State Exam Prep Book for **\$30.00**

Card # _____ / _____ / _____ / _____ Exp. _____

Name: _____

Address: _____

City: _____ CA, Zip: _____

Phone: _____

Email: _____

Real Estate ID #: _____

399 09/11

You and first tuesday



on common ground

firstrtuesdayRE

Chapter

7

The agency law disclosure

This chapter sets forth the use of the statutorily mandated Agency Law Disclosure form and its timely presentation to sellers and buyers in order to perfect a broker's right to collect his fee.

Legislated order

As the practice of real estate brokerage developed and matured, rules and regulations were created to keep transactions running smoothly and to channel agency activities toward a broader public good.

However, when the professional misconduct of real estate licensees was overlooked and mishandled by the brokerage community, legislative and judicial forces felt compelled to step into the “power vacuum” created by the lack of proper internal policing. Thus, an agency disclosure law to cure some of these deficiencies was enacted by the California legislature.

The real estate agency law requires two different sets of **agency-related disclosures**:

- an *Agency Law Disclosure* form setting out the “rules of agency” controlling the conduct of real estate licensees in a transaction; and
- an *agency confirmation provision* in purchase agreements to disclose the agency of each broker involved in the transaction.

The legislation created an agency scheme in an attempt to cure a number of previously misleading brokerage practices. In doing so, it established uniform real estate terminology and brokerage conduct covering targeted transactions on one-to-four unit residential property. The Agency Law Disclosure form is a succinct restatement of existing agency codes including codified case law on agency relationships.

Additionally, the legislated real estate agency scheme made changes in when and how each broker must proceed to **confirm** his agency relationship with the principals in targeted one-to-four unit residential sales transactions.

Uniform jargon and agency law

Basically, the Agency Law Disclosure form was created by the legislature for use by brokers and their agents to educate and familiarize clientele (as well as the brokers and their agents) with:

- a uniform jargon for real estate transactions; and
- the various agency roles licensees may undertake on behalf of their principals and other parties in a real estate related transaction.

This information is presented in a two-page form, sometimes referred to as the *Rules of Agency* or the *Agency Law Disclosure*. The exact wording of its entire content is dictated by statute. [Calif. Civil Code §2079.16; see Form 305 accompanying this chapter]

	AGENCY LAW DISCLOSURE Disclosure Regarding Real Estate Agency Relationships		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____	

NOTE: This agency disclosure complies with agency disclosures required with property listings and offers to buy, sell, exchange or lease one-to-four residential units and mobile homes. [Calif. Civil Code §§2079 et seq.]

DATE: _____, 20_____, at _____, California.

TO THE SELLER AND THE BUYER:

1. **FACTS:** When you enter into a discussion with a real estate agent regarding a real estate transaction, you should, from the outset, understand what type of agency relationship or representation you wish to have with the agent in the transaction.
2. **SELLER'S AGENT:** A Seller's Agent under a listing agreement with the Seller acts as the Agent for the Seller only. A Seller's Agent or a subagent of that Agent has the following affirmative obligations:
 - 2.1 To the Seller:
 - a. A fiduciary duty of utmost care, integrity, honesty and loyalty in dealings with the Seller.
 - 2.2 To the Seller and the Buyer:
 - a. Diligent exercise of reasonable skill and care in performance of the Agent's duties.
 - b. A duty of honest and fair dealing and good faith.
 - c. A duty to disclose all facts known to the Agent materially affecting the value or desirability of the property that are not known to, or within the diligent attention and observation of the parties.
 - 2.3 An Agent is not obligated to reveal to either party any confidential information obtained from the other party which does not involve the affirmative duties set forth above.
3. **BUYER'S AGENT:** A Selling Agent can, with a Buyer's consent, agree to act as the Agent for the Buyer only. In these situations, the Agent is not the Seller's Agent, even if by agreement the Agent may receive compensation for services rendered, either in full or in part, from the Seller. An Agent acting only for a Buyer has the following affirmative obligations:
 - 3.1 To the Buyer:
 - a. A fiduciary duty of utmost care, integrity, honesty and loyalty in dealings with the Buyer.
 - 3.2 To the Seller and the Buyer:
 - a. Diligent exercise of reasonable skill and care in performance of the Agent's duties.
 - b. A duty of honest and fair dealing and good faith.
 - c. A duty to disclose all facts known to the Agent materially affecting the value or desirability of the property that are not known to or within the diligent attention and observation of the parties. An Agent is not obligated to reveal to either party any confidential information obtained from the other party which does not involve the affirmative duties set forth above.
4. **AGENT REPRESENTING BOTH THE SELLER AND THE BUYER:** A Real Estate Agent, either acting directly or through one or more associate licensees, can legally be the Agent of both the Seller and the Buyer in a transaction, but only with the knowledge and consent of both the Seller and the Buyer.
 - 4.1 In a dual agency situation, the Agent has the following affirmative obligations to both the Seller and the Buyer:
 - a. A fiduciary duty of utmost care, integrity, honesty and loyalty in the dealings with either the Seller or the Buyer.
 - b. Other duties to the Seller and the Buyer as stated above in their respective sections.
 - 4.2 In representing both the Seller and the Buyer, the Agent may not, without the express permission of the respective party, disclose to the other party that the Seller will accept a price less than the listing price or that the Buyer will pay a price greater than the price offered.
5. The above duties of the Agent in a real estate transaction do not relieve a Seller or a Buyer from the responsibility to protect their own interests. You should carefully read all agreements to assure that they adequately express your understanding of the transaction. A Real Estate Agent is a person qualified to advise about real estate. If legal or tax advice is desired, consult a competent professional.
6. Throughout your real property transaction, you may receive more than one disclosure form depending upon the number of Agents assisting in the transaction. The law requires each Agent with whom you have more than a casual relationship to present you with this disclosure form. You should read its contents each time it is presented to you, considering the relationship between you and the Real Estate Agent in your specific transaction.
7. This disclosure form includes the provisions of §2079.13 to §2079.24, inclusive, of the Calif. Civil Code set forth on the reverse hereof. Read it carefully.

(Buyer's Broker)	Date	(Buyer's Signature)	Date
(Associate Licensee's Signature)	Date	(Buyer's Signature)	Date
(Seller's Broker)	Date	(Seller's Signature)	Date
(Associate Licensee's Signature)	Date	(Seller's Signature)	Date

§2079.13. As used in Sections 2079.14 to 2079.24, inclusive, the following terms have the following meanings:

- (a) "Agent" means a person acting under provisions of Title 9 (commencing with Section 2295) in a real property transaction, and includes a person who is licensed as a real estate broker under Chapter 3 (commencing with Section 10130) of Part 1 of Division 4 of the Business and Professions Code, and under whose license a listing is executed or an offer to purchase is obtained.
- (b) "Associate licensee" means a person who is licensed as a real estate broker or salesperson under Chapter 3 (commencing with Section 10130) of Part 1 of Division 4 of the Business and Professions Code and who is either licensed under a broker or has entered into a written contract with a broker to act as the broker's agent in connection with acts requiring a real estate license and to function under the broker's supervision in the capacity of an associate licensee.
- (c) The agent in the real property transaction bears responsibility for his or her associate licensees who perform as agents of the agent. When an associate licensee owes a duty to any principal, or to any buyer or seller who is not a principal, in a real property transaction, that duty is equivalent to the duty owed to that party by the broker for whom the associate licensee functions.
- (d) "Buyer" means a transferee in a real property transaction, and includes a person who executes an offer to purchase real property from a seller through an agent, or who seeks the services of an agent in more than a casual, transitory, or preliminary manner, with the object of entering into a real property transaction. "Buyer" includes vendee or lessee.
- (e) "Dual agent" means an agent acting, either directly or through an associate licensee, as agent for both the seller and the buyer in a real property transaction.
- (f) "Listing agreement" means a contract between an owner of real property and an agent, by which the agent has been authorized to sell the real property or to find or obtain a buyer.
- (g) "Listing agent" means a person who has obtained a listing of real property to act as an agent for compensation.
- (h) "Listing price" is the amount expressed in dollars specified in the listing for which the seller is willing to sell the real property through the listing agent.
- (i) "Offer to purchase" means a written contract executed by a buyer acting through a selling agent which becomes the contract for the sale of the real property upon acceptance by the seller.
- (j) "Real property" means any estate specified by subdivision (1) or (2) of Section 761 in property which constitutes or is improved with one to four dwelling units, any leasehold in this type of property exceeding one year's duration, and mobilehomes, when offered for sale or sold through an agent pursuant to the authority contained in Section 10131.6 of the Business and Professions Code.
- (k) "Real property transaction" means a transaction for the sale of real property in which an agent is employed by one or more of the principals to act in that transaction, and includes a listing or an offer to purchase.
- (l) "Sell," "sale," or "sold" refers to a transaction for the transfer of real property from the seller to the buyer, and includes exchanges of real property between the seller and buyer, transactions for the creation of real property sales contract within the meaning of Section 2985, and transactions for the creation of a leasehold exceeding one year's duration.
- (m) "Seller" means the transferor in a real property transaction, and includes an owner who lists real property with an agent, whether or not a transfer results, or who receives an offer to purchase real property of which he or she is the owner from an agent on behalf of another. "Seller" includes both a vendor and a lessor.
- (n) "Selling agent" means a listing agent who acts alone, or an agent who acts in cooperation with a listing agent, and who sells or finds and obtains a buyer for the real property, or an agent who locates property for a buyer or who finds a buyer for a property for which no listing exists and presents an offer to purchase to the seller.
- (o) "Subagent" means a person to whom an agent delegates agency powers as provided in Article 5 (commencing with Section 2349) of Chapter 1 of Title 9. However, "subagent" does not include an associate licensee who is acting under the supervision of an agent in a real property transaction.

§2079.14. Listing agents and selling agents shall provide the seller and buyer in a real property transaction with a copy of the disclosure form specified in Section 2079.16, and, except as provided in subdivision (c), shall obtain a signed acknowledgment of receipt from that seller or buyer, except as provided in this section or Section 2079.15, as follows:

- (a) The listing agent, if any, shall provide the disclosure form to the seller prior to entering into the listing agreement.
- (b) The selling agent shall provide the disclosure form to the seller as soon as practicable prior to presenting the seller with an offer to purchase, unless the selling agent previously provided the seller with a copy of the disclosure form pursuant to subdivision (a).

(c) Where the selling agent does not deal on a face-to-face basis with the seller, the disclosure form prepared by the selling agent may be furnished to the seller (and acknowledgment of receipt obtained for the selling agent from the seller) by the listing agent, or the selling agent may deliver the disclosure form by certified mail addressed to the seller at his or her last known address, in which case no signed acknowledgment of receipt is required.

(d) The selling agent shall provide the disclosure form to the buyer as soon as practicable prior to execution of the buyer's offer to purchase, except that if the offer to purchase is not prepared by the selling agent, the selling agent shall present the disclosure form to the buyer not later than the next business day after the selling agent receives the offer to purchase from the buyer.

§2079.15. In any circumstance in which the seller or buyer refuses to sign an acknowledgment of receipt pursuant to Section 2079.14, the agent, or an associate licensee acting for an agent, shall set forth, sign, and date a written declaration of the facts of the refusal.

§2079.17. (a) As soon as practicable, the selling agent shall disclose to the buyer and seller whether the selling agent is acting in the real property transaction exclusively as the buyer's agent, exclusively as the seller's agent, or as a dual agent representing both the buyer and the seller. This relationship shall be confirmed in the contract to purchase and sell real property or in a separate writing executed or acknowledged by the seller, the buyer, and the selling agent prior to or coincident with execution of that contract by the buyer and the seller, respectively.

(b) As soon as practicable, the listing agent shall disclose to the seller whether the listing agent is acting in the real property transaction exclusively as the seller's agent, or as a dual agent representing both the buyer and seller. This relationship shall be confirmed in the contract to purchase and sell real property or in a separate writing executed or acknowledged by the seller and the listing agent prior to or coincident with the execution of that contract by the seller.

(c) The confirmation required by subdivisions (a) and (b) shall be in the following form:

[Do not fill out] _____ is the agent of (check one):

- (Name of Listing Agent)
 the seller exclusively; or
 both the buyer and seller.

[Do not fill out] _____ is the agent of (check one):

(Name of Selling Agent if not same as the Listing Agent)
 the buyer exclusively;
 the seller exclusively; or
 both the buyer and seller.

(d) The disclosures and confirmation required by this section shall be in addition to the disclosure required by Section 2079.14.

§2079.18. No selling agent in a real property transaction may act as an agent for the buyer only, when the selling agent is also acting as the listing agent in the transaction.

§2079.19. The payment of compensation or the obligation to pay compensation to an agent by the seller or buyer is not necessarily determinative of a particular agency relationship between an agent and the seller or buyer. A listing agent and a selling agent may agree to share any compensation or commission paid, or any right to any compensation or commission for which an obligation arises as the result of a real estate transaction, and the terms of any such agreement shall not necessarily be determinative of a particular relationship.

§2079.20. Nothing in this article prevents an agent from selecting, as a condition of the agent's employment, a specific form of agency relationship not specifically prohibited by this article if the requirements of Section 2079.14 and Section 2079.17 are complied with.

§2079.21. A dual agent shall not disclose to the buyer that the seller is willing to sell the property at a price less than the listing price, without the express written consent of the seller. A dual agent shall not disclose to the seller that the buyer is willing to pay a price greater than the offering price, without the expressed written consent of the buyer.

This section does not alter in any way the duty or responsibility of a dual agent to any principal with respect to confidential information other than price.

§2079.22. Nothing in this article precludes a listing agent from also being a selling agent, and the combination of these functions in one agent does not, of itself, make that agent a dual agent.

§2079.23. A contract between the principal and agent may be modified or altered to change the agency relationship at any time before the performance of the act which is the object of the agency with the written consent of the parties to the agency relationship.

§2079.24. Nothing in this article shall be construed to either diminish the duty of disclosure owed buyers and sellers by agents and their associate licensees, sub-agents, and employees or to relieve agents and their associate licensees, sub-agents, and employees from liability for their conduct in connection with acts governed by this article or for any breach of a fiduciary duty or a duty of disclosure.

The **Agency Law Disclosure** defines and explains, in general terms, many of the words and phrases commonly used in the real estate industry to express:

- the *agency relationships* of brokers to the parties in the transaction;
- *broker-to-broker relationships*; and
- the *employment relationship* between brokers and their agents.

A *buyer's agent* and a *seller's agent* are mentioned but not defined. A “single agent,” which is typically a buyer's agent who is paid by the buyer, is not even mentioned.

Legally, an **agent** is a licensed real estate broker. Thus, the word agent, when used in the disclosure, is not a reference to the broker's agents who in fact call themselves “agents.” Ironically, in practice, a broker rarely, if ever, refers to himself as an agent, which in law, he is.

However, two sections on the face of the Agency Law Disclosure, entitled “seller's agent” and “buyer's agent,” address the duties owed to the seller and buyer in a real estate transaction by these otherwise undefined brokers.

The seller's listing broker is correctly noted as being an agent for the seller. Peculiar to real estate brokerage, the buyer's broker is referred to as the *selling agent*.

One then wonders who is the “buying agent”—an unmentioned phrase, but one more plainly descriptive of the activities undertaken by a broker acting as an agent exclusively on behalf of the buyer.

The Agency Law Disclosure does not mention, much less define, the broker's role as an *exclusive agent* for either the buyer or seller. Yet the separate agency confirmation provision mandated to be included in all purchase agreements used on targeted transactions provides the broker with options to characterize himself as the agent of the “seller exclusively” or the “buyer exclusively.”

It is certain these exclusive characterizations of agency have absolutely no relationship to exclusive (employment) listings to sell or to buy property. The listing agent with an exclusive right-to-sell listing needs to understand the prospective buyer may well turn out to be one of his clients, making the broker a “non-exclusive” dual agent.

However, the two sections on the first page of the Agency Law Disclosure entitled “seller's agent” and “buyer's agent” do state, in broad legal terms, generally accepted principles of law governing the conduct of brokers who are acting as agents solely for a seller or a buyer in a transaction. Also presented is the *general duty* of fairness owed the other party and broker in the transaction.

Two categories of **broker obligations** arise in a sales transaction and are properly emphasized in the Agency Law Disclosure:

- the *special or primary agency duties* of an agent which are owed by a broker (and his agents) to his client — being the fiduciary duties of a trustee to his beneficiaries; and
- the *general duties* owed by each broker to all parties in the transaction — to be honest and avoid misleading or deceitful conduct.

Agencies confirmed in the purchase agreement

As part of the same agency disclosure scheme, a separate **agency confirmation provision** is mandated for inclusion in purchase agreement forms used to memorialize targeted transactions. The agency confirmation provision located in a purchase agreement advises the buyer and seller, at the time they sign the purchase agreement or its counteroffer, of any agency relationships each broker has with the parties in the transaction.

The Agency Law Disclosure contains the agency confirmation provision which is required to be included in purchase agreements. However, the provision in the Agency Law Disclosure is not to be filled out or used in lieu of the agency confirmation provision contained in a purchase agreement. The agencies to be confirmed by each broker in the purchase agreement provisions are not even known at the listing stage. Thus, the agency in a future sales transaction cannot be confirmed at the time the seller is first required to be presented with the Agency Law Disclosure form. [CC §2079.17(d)]

The agency confirmation provision in a purchase agreement is filled out to disclose each broker's actual agency relationship, established by the broker's conduct and the conduct of their agents with the buyer and/or seller. The agency relationship confirmed is the broker's **legal determination** of the actual agency created by his and his agent's prior conduct with the parties.

When two brokers are involved in a targeted transaction, each broker must disclose whether he is acting as the agent for the buyer or the seller. Alternatively, when only one broker is involved, he must confirm whether he and his agents are acting as the exclusive agent for one party or as a dual agent for both the buyer and seller. [See **first tuesday** Form 150]

A broker (or his agents) prudently includes the agency confirmation provision and attaches the Agency Law Disclosure form to all purchase agreements used in the sale of all types of property, not just as mandated for use on targeted one-to-four unit residential sales or leases exceeding one year. Written disclosures tend to eliminate later disputes over agency, which can become the basis for cancelling a purchase agreement, the payment of a brokerage fee, or both. [**L. Byron Culver & Associates v. Jaoudi Industrial & Trading Corporation** (1991) 1 CA4th 300]

Use of the Agency Law Disclosure

The Agency Law Disclosure form is mandated to be presented to all parties, by brokers or their agents, when listing, selling, buying or leasing (for over one year) property containing:

- one-to-four residential units; or
- mobilehomes. [CC §§2079.13(j), 2079.14]

However, not all transactions involving one-to-four unit residential properties are **targeted** to require the attachment of the Agency Law Disclosure or the inclusion of the agency confirmation provision in purchase agreement forms. Arranging the secured interests of lenders and borrowers under trust deeds or as collateral loans, for example, are not targeted transactions.

The sale, exchange or creation of interests in residential property transactions targeted by the agency disclosure law include transfers of:

- fee simple estates in real estate or registered ownerships for mobilehomes;
- life estates;

- existing leaseholds with more than one year remaining, such as ground leases; and
- leases created for more than one year. [CC §2079.13(l)]

The Agency Law Disclosure must be attached to the following documents and signed by all parties in targeted transactions:

- a seller's listing;
- a purchase agreement offer and acceptance;
- an exchange agreement;
- a counteroffer, by attachment or by reference, to a purchase agreement containing the disclosure as an attachment;
- a landlord's authorization to a broker to lease property on his behalf for more than one year; and
- a residential lease agreement for a period exceeding one year. [CC §2079.14]

Negotiations and agreements on one-to-four residential units concerning buyers' listings, property management (unless entry into leases for periods exceeding one year are authorized), purchase options, financing arrangements, one-year leases and month-to-month rental agreements **do not yet require** statutory disclosure of the broker's agency.

Editor's note — However, the Agency Law Disclosure is to be handed to a buyer as an addendum to the buyer's purchase agreement offer.

Agency rules for a seller's listing

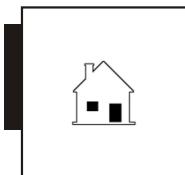
A seller's listing, open or exclusive, employing a broker and his agents to sell a one-to-four unit residential property is a targeted transaction requiring the inclusion of the Agency Law Disclosure as an addendum to the seller's listing agreement. [CC §2079.14(a)]

Failure of the listing agent to provide the seller with the Agency Law Disclosure prior to his entering into the listing agreement will result in the broker's loss of his fee on a sale, if challenged by the seller. The loss of the fee is not avoided by a later disclosure made as an addendum to a purchase agreement or escrow instructions. [**Huijers v. DeMarrais** (1992) 11 CA4th 676]

The Agency Law Disclosure is also required to be used by agents listing and submitting offers regarding leasehold estates involving one-to-four unit residential property. These transactions occur when a long-term ground lease is being conveyed to a buyer and will be security for any purchase-assist financing. [CC §§2079.13(j), 2079.13(l), 2079.14]

Also, the seller's signature is required on the Agency Law Disclosure to **acknowledge receipt** of a copy at both:

- the listing stage, as an addendum to the listing; and
- on presentation of a buyer's offer, as an addendum to the purchase agreement. [CC §2079.14]



CONFIRMATION MEMORANDUM

Prepared by: Agent _____
Broker _____ | Phone _____
Email _____

DATE: _____, 20_____, at _____, California.

TO: _____
Company _____
Address _____

Phone _____ Fax _____
Email _____

FROM: _____
Company _____
Address _____

Phone _____ Fax _____
Email _____

FACTS:

1. This memorandum confirms our conversation regarding the following contract:

Listing/retainer agreement Rental/lease agreement
 Purchase agreement Trust deed loan number _____
 Escrow number _____ _____

dated _____, 20_____, at _____, California,
entered into by _____, as the _____, and
_____, as the _____,
regarding real estate referred to as _____.

MEMORANDUM:

2. On _____, 20_____, at approximately _____ a.m., p.m.,
you and I personally spoke by phone, or in person at (place) _____.
3. We agreed to the following:

4. Your cooperation and commitment are appreciated and will be relied upon.
5. If this memorandum does not accurately state your understanding of our conversation, please contact me
immediately to correct or clarify this memorandum.

Signed and mailed this date.

Broker: _____

By (print): _____

Signature: _____

Thus, the Agency Law Disclosure is to be treated by the listing agent as a preliminary and compulsory listing event since the listing broker expects to collect a brokerage fee on a later sale. The Agency Law Disclosure is signed by the seller and handed back to the broker (or his agent) before settling down to finalize the listing to which it will be attached.

When the broker (or his sales agent) fails to hand the seller the Agency Law Disclosure at the listing stage, the listing, and thus the agency, can be later cancelled by the seller at any time. The seller can cancel even after the transaction sought under the listing agreement is in escrow and the brokerage fee has been further agreed to and the Agency Law Disclosure has been delivered with the purchase agreement and escrow instructions.

On the other hand, the buyer's broker *perfects* his right to collect his portion of any brokerage fee, if the buyer's broker's share of the fee is payable directly to the buyer's broker by the seller, by including the Agency Law Disclosure as a signed addendum to his purchase agreement offer.

However, the buyer's broker might erroneously agree to initially let the seller's broker receive the entire fee from the seller. Here the seller's broker would then pay the buyer's broker his share of the fee under a fee-sharing agreement. But when the seller's broker fails to obtain a signed Agency Law Disclosure as an addendum to the listing, the seller may legally avoid paying the listing broker the fee. Thus, when the seller has not agreed to directly pay the buyer's broker, the seller's refusal to pay his broker the entire fee for lack of a timely disclosure leaves the buyer's broker without a fee as agreed from the seller's broker.

For the buyer's broker to protect his fee, the seller must agree in the body of the purchase agreement offer signed by the buyer that the seller will pay both brokers himself. The buyer's broker always takes control over the payment and *perfects* the right to collect his fee when the buyer's agent includes a fee provision in the purchase agreement offer made by his buyer.

Documenting a refusal to sign

On occasion, a seller may accept a purchase agreement offer or enter into a counteroffer without signing an Agency Law Disclosure form as requested. If the seller should refuse to return a signed copy of the Agency Law Disclosure, the broker or his agent must document the refusal to preserve his right to receive a fee from the seller. [CC §2079.15]

No particular method of **documenting the refusal** is given by legislation or regulations. However, the facts of the refusal are to be placed in writing, dated and signed by the broker or his agent. What is to be done with the broker's documentation of the refusal is not mentioned.

However, the objective of these disclosures seems to be to eliminate disputes which might later arise over legal information contained in the Agency Law Disclosure regarding the conduct a seller or buyer might expect of a broker and his agents. Also, if a party claims they were never handed the Agency Law Disclosure, the broker's written documentation, created at the time of the refusal, would dispel such a claim — and preserve the fee.

Accordingly, documentation of the facts surrounding any refusal to sign a **timely presented** Agency Law Disclosure include:

- preparation of a *memorandum* form stating the facts surrounding the refusal;

- *mailing* a copy of the memorandum to all parties — including the party refusing to sign — together with a copy of the Agency Law Disclosure; and
- *retaining* a copy in the broker's records. [See Form 525 accompanying this chapter, *ante*]

Examples of other refusals to sign the Agency Law Disclosure, which do not have an effect on the collectibility of a brokerage fee, but require receipt and acknowledgement of the Agency Law Disclosure, occur when:

- an owner refuses to sign a seller's listing after the interview soliciting the listing;
- a "For Sale by Owner" (FSBO) seller refuses, on presentation of the purchase agreement offer, to accept or counter, or otherwise rejects an offer to purchase; or
- a buyer refuses to sign a purchase offer which is prepared and presented to the buyer by a selling broker for consideration.

SECTION B

Listings: Employment by the public



Chapter

8

Types of listings

This chapter identifies the listing agreement as an employment contract and reviews the various types of listing agreements available to the real estate industry.

Listings as employment contracts

A listing agreement is a written employment contract between a client and a licensed real estate broker. On entering into a listing agreement, the broker and his sales staff are *retained and authorized* to perform real estate related services on behalf of the client in exchange for a fee. [Calif. Civil Code §1086(f); see **first tuesday** Form 102; see Form 103 accompanying Chapter 16]

The client retaining a broker might hold an ownership interest in real estate, which he seeks to sell, lease or use as collateral to obtain trust deed financing.

Conversely, the client soliciting the services of a broker might be seeking to acquire an interest in real estate as a buyer, tenant or trust deed lender.

The **person employed** by a client to provide real estate services in expectation of compensation will always be a licensed real estate broker. Likewise, if a dispute arises with a client over the client's failure to pay a fee, only the broker employed in a writing (listing) signed by the client may pursue collection.

A real estate agent employed by the broker may have obtained the listing, but the agent did so on behalf of the broker and has no independent right to enforce the listing agreement. An **agent's right to a fee** arises under the agent's written employment agreement with the broker, not a listing agreement with the client. Through the broker-agent employment agreement, the agent is entitled to a share of the fees actually received by the broker on listings or sales in which the agent participated.

A licensed agent represents a broker as an *agent of the broker*. As the broker's agent, the agent performs on behalf of the broker (as well as the client) all of the activities the broker has been retained by the client to provide. Conversely, an agent providing real estate related services on behalf of a client may not do so independent of his broker. Thus, an agent employed by a broker is referred to as "the agent of the (client's) agent." [CC §2079.13(b)]

The listing agreement sets the **scope of the services** the broker is authorized to undertake while representing the client. Also, the listing authorizes the broker to perform brokerage services and to serve as the client's representative in the negotiation of a real estate transaction.

Further, the listing contains the client's promise to pay a fee, a promise given in exchange for the broker's **promise to use diligence** in his efforts to meet the objectives sought by the client in the employment.

Employment to act as an agent

The relationship created between the client and the broker by a *listing agreement* has two distinct legal aspects:

- an *employment relationship*; and

- an *agency relationship*.

The **employment relationship** established on entering into a listing agreement specifies the **scope of activities** the broker and his agents are to undertake in the employment and authorizes the broker to carry them out.

On the other hand, the **agency relationship** is imposed on the broker by law as arising out of the representation authorized by the employment. Agency carries with it the *fiduciary duties* of loyalty and full disclosure owed by the broker (and his sales agents) **to the client**. [See Form 305 accompanying Chapter 7]

As a **fiduciary**, the broker's conduct and the conduct of his agents under the employment are equated to the conduct required of a trustee acting on behalf of his beneficiary. This fiduciary duty, also called *agency*, survives the termination of the employment relationship. [CC §2079.16]

An oral agreement to perform brokerage services on behalf of a client imposes an agency law obligation on the broker and his agents to act as fiduciaries. In contrast, the client's oral promise to pay a fee does not entitle the broker to enforce collection of the fee due from his client. A fee agreement employing a broker to purchase or sell real estate, lease a property for over one year, or arrange trust deed financing is controlled by the rules of contract law. The fee agreement must be in a writing signed by the client before the broker can enforce his right to collect a fee from the client. [CC §1624(a)(4)]

Types of listing agreements

A variety of listing agreements exist, each employing and authorizing a broker to perform real estate related services under different conditions. The variations usually relate to the extent of the representation and type of services to be performed by the broker and his agents, or the event which triggers payment of a fee. [See **first tuesday** Form 102; see Form 103 accompanying Chapter 16; see Figure 1]

Most listing agreements are for the sale or purchase of single-family residential property. Others are for residential-income and nonresidential-income properties, such as industrial, motel/hotel, commercial, office, farm or unimproved properties.

Despite the application of various agreements to the type of property listed, all listings fall into one of two general categories:

- *open*; or
- *exclusive*.

Open listings

An **open listing**, sometimes called a *nonexclusive listing*, does not grant exclusive rights to the listing broker and his agents to be the **sole representative** of the client, be he a buyer, tenant or borrower, or a seller, landlord or lender. The client can enter into open listings with as many brokers as he wants to without becoming obligated to pay more than one fee.

A brokerage fee under an open listing to sell real estate is due a broker only if the broker or his agent *procures* a ready, willing and able buyer and *presents* the owner with an offer from the buyer to purchase

Figure 1

<div style="border: 1px solid black; padding: 10px; margin-bottom: 10px;">  <p style="text-align: center;">LOAN BROKER LISTING Exclusive Right to Borrow</p> <p>Prepared by: Agent _____ Broker _____ Phone _____ Email _____</p> <p>DATE: _____, 20_____, at _____, California. Items left blank or unchecked are not applicable.</p> <p>1. RETAINER COMMITMENTS:</p> <p>1.1 Owner hereby retains and grants to Broker the exclusive right to locate a lender and arrange a loan to be secured by the property described herein, for the period of this listing beginning on _____, 20_____, and terminating on _____, 20_____. 1.2 Broker to use diligence in the performance of this employment. Owner to cooperate with Broker to meet the objectives of this employment. 1.3 Owner hands \$_____ to Broker for deposit into Broker's trust account for application to Owner's obligations under the attached Listing Package Cost Sheet. [See ft Form 107]</p> <p>2. ADDENDA to this agreement include:</p> <p>2.1 <input type="checkbox"/> Credit Application [See ft Form 302] 2.2 <input type="checkbox"/> Loan Purpose Statement [See ft Form 328] 2.3 <input type="checkbox"/> Acknowledgement of Changing Conditions [See ft Form 203-1] 2.4 <input type="checkbox"/> See Addendum for additional provisions [See ft Form 250] 2.5 <input type="checkbox"/> 2.6 <input type="checkbox"/></p> <p>3. BROKERAGE FEE:</p> <p>NOTICE: The amount or rate of real estate fees is not fixed by law. They are set by each Broker individually and may be negotiable between Client and Broker.</p> <p>3.1 Owner agrees to pay Broker _____ of the principal amount of the loan sought or obtained, IF: a. Anyone procures a lender on the terms stated in this agreement, or on any other terms accepted by Owner during the period of this listing. b. The property is withdrawn as collateral, or title is made unmarketable as collateral by Owner during the retainer period. c. Owner terminates this employment of Broker during the retainer period. d. Within one year after termination of this agreement, Owner or his agent enter into negotiations, which later result in a transaction contemplated by this agreement, with a lender whom Broker or a cooperating broker negotiated with during the period of this listing. Broker to identify prospective lenders by written notice to the owner within 21 days after termination of this agreement.</p> <p>3.2 Should this agreement terminate without Owner becoming obligated to pay Broker a fee, Owner to pay Broker the sum of \$_____ per hour of time accounted for by Broker, not to exceed \$_____.</p> <p>4. LOAN TERMS:</p> <p>4.1 Loan sought is \$_____, payable as follows: a. Interest at an annual rate of no more than ____%, <input type="checkbox"/> fixed, <input type="checkbox"/> ARM type _____. b. Payments due <input type="checkbox"/> monthly, or <input type="checkbox"/> _____, amortized over _____ years. c. Final/balloon payment due _____, 20_____. d. Late charge _____ e. Prepayment penalty _____ f. Loan escrow with _____ g. A lender's ALTA policy purchased by Owner in the amount of the loan. Title Company _____</p> </div>	<p style="text-align: center;">----- PAGE TWO OF THREE -- FORM 104 -----</p> <p>5. REAL ESTATE SECURING THE LOAN:</p> <p>5.1 Type _____ Address _____ Referred to as _____</p> <p>Vesting _____</p> <p>5.2 The priority for the lien securing the loan sought will be <input type="checkbox"/> first, or <input type="checkbox"/> second.</p> <p>5.3 Encumbrances of record:</p> <p>a. A first loan in the amount of \$_____, payable \$_____, per month, until paid, including interest at ____%, <input type="checkbox"/> ARM type _____, due _____, 20_____, impounds being \$_____. Lender: _____ b. A second loan in the amount of \$_____, payable \$_____, per month, until paid, including interest at ____%, <input type="checkbox"/> ARM type _____, due _____, 20_____. Lender: _____ c. Other encumbrance, bond, assessment or lien in the amount of \$_____. Lienholder: _____</p> <p>5.4 My purchase price on _____ was \$_____. Since the purchase of the property, I have invested in repairs and improvements approximately \$_____.</p> <p>5.5 The current fair market value is \$_____. Property taxes for the year 20_____, were \$_____.</p> <p>5.6 The property is occupied by _____ at a rental rate of \$_____ per month, under a: <input type="checkbox"/> rental agreement; or <input type="checkbox"/> lease agreement which expires _____, 20_____. a. <input type="checkbox"/> See attached Rental Income Rent Roll. [See ft Form 325]</p> <p style="text-align: center;">----- PAGE TWO OF THREE -- FORM 104 -----</p> <p>6. PERSONAL PROPERTY INCLUDED AS COLLATERAL:</p> <p>6.1 Referred to as: _____</p> <p>6.2 Encumbered for the amount of \$_____, payable \$_____, monthly, including interest at ____%, due _____, 20_____. Lender: _____</p> <p>7. GENERAL PROVISIONS:</p> <p>7.1 Broker is authorized to disclose, publish, discuss, and disseminate among prospective lenders the financial information supplied by Owner or credit agencies. 7.2 Owner warrants all necessary permits have been obtained for any additions, alterations, repairs, installations or replacements to the structure or its components, except _____. a. <input type="checkbox"/> See attached Condition of Property Disclosure. [See ft Form 304] 7.3 Owner authorizes Broker to cooperate with other agents and divide with them any compensation due. 7.4 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.</p> <p style="text-align: center;">----- PAGE THREE OF THREE -- FORM 104 -----</p> <p>I agree to render services on the terms stated above. Date: _____, 20_____ Broker's name: _____ Broker's DRE Identification #: _____ Agent's name: _____ Agent's DRE Identification #: _____ Signature: _____ Address: _____ Phone: _____ Cell: _____ Fax: _____ Email: _____</p> <p>I agree to employ Broker on the terms stated above. <input type="checkbox"/> See attached Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Owner's Name: _____ Signature: _____ Owner's Name: _____ Signature: _____ Address: _____ Phone: _____ Cell: _____ Fax: _____ Email: _____</p>
---	---

the listed property. The terms contained in the offer must be substantially the same as the terms sought by the owner under the listing, called a *full listing offer*, unless other terms offered by a buyer are accepted by the owner.

For a broker to be entitled to a fee under an **open listing**, the broker or his agents must present the offer to the owner before the property is sold to some other buyer located by another broker or by the owner directly. The offer must be submitted before the listing expires or is revoked by withdrawal of the property from sale or by the termination of the agency. [CC §1086(f)(3)]

The broker employed under an open listing is not obligated to use diligence in his efforts to locate a buyer. The broker only has a *best-effort obligation* since the broker does not “accept” the employment until he produces a buyer for the property. Thus, an open listing is legally classified as an *unilateral contract*. However, the **agency duties** of a fiduciary exist at all times under an open listing, and on locating a buyer the broker must commence his due diligence effort to make disclosures and close the transaction.

The first broker to submit an offer during this open listing period from a ready, willing and able buyer to purchase property on the listed terms, or on other terms accepted by the owner, has earned the agreed fee, unless the property has already been sold. None of the other brokers holding open listings from the owner are entitled to a fee.

Also, an open listing allows the owner to market the property himself. Thus, the owner may compete against the listing brokers to locate buyers himself. If he does, the owner does not become obligated to pay a fee under any open listing he may have agreed to.

A broker may also **represent a buyer** to locate property under an open listing agreement. A broker assisting a buyer to locate a suitable property among multiple listing service (MLS) listings held by other brokers should at least consider asking the **buyer to sign** an open listing should the broker be too reticent to solicit an exclusive representation.

An open listing does not need to contain an expiration date, unlike an exclusive agency or exclusive right-to-sell/buy listing which must have an **expiration date**.

Cancellation of an open listing

However, the owner *revoking* an open listing that contains an **expiration date** owes a fee to the broker should the owner personally consummate a sale with a prospective buyer located by the broker during the listing period, or should the owner revoke the listing for the mere purpose of escaping payment of the agreed fee. [**Heffernan v. Merrill Estate Co.** (1946) 77 CA2d 106]

Conversely, an open listing without an expiration date may be terminated by the owner at any time without becoming obligated to pay a fee. No fee is due under an open listing for an unlimited time on the *good-faith withdrawal* of the property from the market or on the premature *termination* of the employment before the broker has submitted a full listing offer. [**Tetrick v. Sloan** (1959) 170 CA2d 540]

However, an open listing may contain a provision calling for the owner to pay the listing broker a set amount, at an agreed time, for services other than procuring a buyer, such as the preparation of disclosure documents needed by the owner to sell the property, including:

- property disclosures (transfer disclosure statements, natural hazard disclosures, annual property operating data, etc.) [See **first tuesday** Forms 304, 314 and 352];
 - carryback financing disclosures [See **first tuesday** Form 300];
-

- multiple listing service publications;
- property profiles [See **first tuesday** Form 306];
- termite/well/septic clearances; and
- occupancy certificates. [CC §1089]

Although the broker does not have a due diligence requirement under an open listing, the listing broker owes a **duty to prospective buyers** to make a full disclosure of the property's condition, as known to the broker, based on the broker's **visual inspection** of the property prior to the buyer and seller entering into a purchase agreement.

Exclusive listings

Under the category of **exclusive listings**, a broker receives the **sole right**:

- to represent an owner by marketing the listed property and locating a buyer or tenant; or
- to represent a buyer or tenant by locating property sought by the buyer or tenant.

The sole right to represent an individual or entity does not exist in an open listing.

Exclusive listings require an agent to **use diligence** in his efforts to fulfill his client's objectives to locate a buyer for the property. An exclusive listing must also provide for a **specified period of employment** by including a date for the expiration of the employment, such as 90 or 180 days after its commencement. If an expiration date is not included in an exclusive listing, the broker faces suspension or revocation of his license by the California Department of Real Estate (DRE). [Calif. Business and Professions Code §10176(f)]

Two types of **exclusive employment** agreements exist:

- an *exclusive agency agreement* for a seller or buyer; and
- an *exclusive right-to-sell* or *right-to-buy* listing agreement.

Both types of exclusive listings establish the broker and his agents as the sole licensed real estate representatives of the client (seller or buyer). However, the types are distinguished by whether or not the broker has any right to a fee when the property is sold or located solely by the efforts of the client.

Under the fee provision in an **exclusive agency agreement**, the broker does not earn a fee when the client, acting independently of any other broker or the listing broker, accomplishes the objective of the employment himself, i.e., selling the listed property or locating and buying the property sought.

Conversely, under the **fee provision** in an exclusive right-to-sell/buy agreement, the broker earns a fee no matter who produces the buyer or locates the property sought under the listing, be it the client, another broker or other representative of the client, or the listing broker.

Exclusive agency variations

The **exclusive agency listing** is a hybrid of the open and the exclusive listings. The variation is rarely used by brokers as a practical matter and seems best suited to academic discussion.

Under an exclusive agency listing, the client employs the broker as his *sole agent*, as he does in an exclusive type of listing. Also, the broker is entitled to a fee on any transaction in which he, a finder or another agent produces a buyer. (A finder is an unlicensed agent with no authority to negotiate.)

However, under the exclusive agency listing, an **owner retains the right** to sell the property to any buyer he locates without becoming obligated to pay the broker a fee. Likewise for a buyer under an exclusive agency listing who finds the property sought on his own.

As with open listings, brokers are reluctant to spend much time and energy under exclusive agency circumstances. The bottom line is an obstructed brokerage effort with diminished benefits to both the client and broker.

Exclusive right-to-sell listings

An **exclusive right-to-sell listing** affords a real estate broker the greatest fee protection. This type of listing makes the broker the sole agent of the owner to market the property and negotiate with all potential buyers and their agents to sell the property. The broker is entitled to a fee regardless of who procures the buyer. Under an exclusive right-to-sell agreement, the owner relinquishes his right to list the property with other agents and to defeat the broker's entitlement to compensation by selling the property himself.

An owner of real estate, on entering into an exclusive right-to-sell listing agreement, grants a broker the **right to locate a buyer** for the property prior to the expiration of the period of employment specified in the listing agreement. The broker is entitled to the agreed-to fee in the listing if, during the listing period:

- the property is sold on any terms, no matter who produced the buyer; or
- the broker or his agent presents the seller with a bona-fide offer from a ready, willing and able buyer on terms sought by the seller under the listing, or on other terms accepted by the seller. [CC §1086(f)(1)]

Exclusive right-to-sell listings give a broker and his agents the greatest incentive to work toward attaining the client's goal of locating a buyer. The seller's broker does not compete with his client to sell the property; they work together to achieve the sale.

Buyer's brokers know that sellers who enter into exclusive right-to-sell listings have committed themselves to working with brokers. Also, listed sellers usually have been counseled on prices of comparable properties and current market conditions. Thus, the listed seller is more likely to accept a reasonable offer. Sellers who employ brokers under an exclusive right-to-sell listing are not reserving the right to make their own deal with a buyer and avoid payment of a fee, as is usually the case under exclusive agency or open listing arrangements.

Buyer's brokers are quite comfortable exposing their clients to properties that are listed exclusively. The exchange of information is greater between brokers when the listing broker is authorized to share fees, another primary reason the exclusive right-to-sell listing is the variation most widely used by brokers.

Exclusive right-to-buy listings

For brokers and their agents, an **exclusive right-to-buy listing** creates a positive and contrasting activity from listing and marketing property. A buyer's listing employs the broker to locate qualified properties to be purchased by a potential buyer the broker exclusively represents.

As with an exclusive right-to-sell listing, the right-to-buy variation provides for a brokerage fee if the buyer acquires property during the listing period of the type sought as described in the buyer's listing.

Also, the exclusive right-to-buy listing provides greater incentive for brokers and their agents and imposes a duty to work **diligently and continuously** to meet their buyers' objectives of locating and purchasing suitable real estate.

The buyer as a client benefits under an exclusive right-to-buy listing due to the greater likelihood the broker will find the particular type of property sought. Brokers have continuous access to all available properties and will investigate and qualify properties as suitable before they are presented to the buyer, and will advise the buyer on the pros and cons of each property presented.

A buyer's broker locating properties listed by other brokers does not become a dual agent or lose his status as the buyer's exclusive agent merely because he works with listing brokers and his fee is paid by the seller.

A broker who seeks out and locates properties at the request of the buyer negotiates the purchase terms as the **buyer's agent** regardless of who pays the fee, which is nearly always paid by the seller from the proceeds of the sales price paid by the buyer.

Net listings

A **net listing** is used only with sellers, not buyers, and can be structured as either an open or an exclusive type of listing. The net listing has more to do with the way compensation is calculated than with whether it is exclusive or open.

The broker's fee is not predetermined by, or based on, a percentage of the selling price.

Instead, the seller's net sales price, excluding brokerage fees and closing costs, is established in the listing agreement. As his brokerage fee, the broker will receive whatever amount the buyer pays in excess of the seller's net figure and closing costs.

However, the broker must disclose to the seller the full sales price paid by the buyer and the amount of the broker's residual fee before the seller accepts an offer on a net listing. Failure to **disclose the benefits** the broker receives on any transaction leads to the loss of the entire fee. [Bus & P C §10176(g)]

For example, if the seller enters into a net listing agreement with a real estate broker for a net sale price of \$200,000, the broker will not receive a fee if the property sells for \$200,000 or less.

On the other hand, if the property sells for \$220,000, the broker's fee is \$20,000.

Net listings tend to be unpopular with DRE and consumer protection organizations. They have been outlawed in some states.

By their nature, net listings are particularly prone to claims from buyers and sellers that the broker has been involved in misrepresentations and unfair dealings. These claims are generally based on an improper valuation of the property at the time of the listing or a failure to disclose the fee received by the broker when the property sells.

If the seller thinks the broker's fee is excessive, the seller is likely to complain he was improperly advised about the property's fair market value when employing the broker.

Net listings should be used very sparingly, if at all. If a net listing is used, complete disclosures as to the property's value, the price paid by a buyer and the resulting amount of the fee must occur.

Option listing variation

An **option listing** is normally a variation of the exclusive right-to-sell listing.

Its unique feature is the additional element of a grant to the broker of an **option to buy** the property at a predetermined price, if the property does not sell during the listing period.

The broker wears two hats when holding an option listing: one as an agent, the other as a principal.

The temptation for misrepresentation is quite apparent. The concurrent status of agent and principal is a conflict of interest for the broker. As a result, the seller's broker might fail to market the property aggressively, with a view toward buying it himself and reselling it at a profit. Likewise, the broker might neglect to inform the seller about all inquiries into the listed property.

As always, brokers are required to disclose any outstanding offers or other factors affecting the seller's decision to sell when the broker exercises the option. [**Rattray v. Scudder** (1946) 28 C2d 214]

The broker's exercise of a purchase option contained in a listing agreement requires the broker to disclose to the seller the full amount of the broker's earnings (profit) and obtain the seller's written consent to the earnings prior to or at the time the broker exercises the option. [Bus & P C §10176(h)]

Should market prices rapidly increase after the listing broker exercises his option to purchase, allowing a quick resale by the broker at a substantial profit, the seller might claim the profit should be his and resort to litigation to recover it under the belief he has been cheated by his agent.

As with net listings, option listings should be used with great care, if at all. Only after full disclosure by the broker about all material facts relating to the property and the identity of all potential buyers and their offers should the option be exercised and the property acquired by the broker from the client.

Guaranteed sale variation

A **guaranteed sale listing** is also usually a variation of the exclusive right-to-sell listing. Brokers have been known to use the guarantee feature to boost sales activity during recessionary periods.

A guaranteed sale listing is distinct from a regular, exclusive right-to-sell listing in that it is the broker who grants the option to his seller. The **seller** is given the right to call on the broker to buy the property at a predetermined price if the property does not sell during the listing period. In this respect, the guaranteed sale listing establishes a reverse role for the seller from the option listing should the property fail to sell during the listing period.

The difference with the guaranteed sale listing is that the seller, not the broker, has the right to exercise the option by accepting the broker's irrevocable offer (promise) to buy the listed property.

The guaranteed sale variation can be attractive to sellers who, on account of job transfers, sudden unemployment or other financial factors, must sell at all costs. The benefit to the seller is the assurance of a back-up, last-resort sale during recessionary periods of market uncertainty, a risk some brokers are willing to take.

As with the option listing, the broker may tend not to work the listing vigorously if the price he will pay under the guarantee is much lower than the amount the seller would net on a sale at current market prices. Thus, the broker would stand to acquire the property at a bargain price if it does not sell during the listing period.

In practice, if a buyer is not produced during the listing period, a desperate seller may have no choice but to sell to the broker since the seller delegated complete control to the broker to locate a buyer.

The broker's advantage, however, is lessened by a DRE regulation which disallows the inclusion of advance fees in a guaranteed sale listing. [Department of Real Estate Regulations §2970(b)(5)]

As always, the broker must disclose all offers and the status of potential offers during the listing period and at the time the seller exercises his option to sell to the broker.

Other listings

Other listing variations contain provisions for the broker to obtain a tenant for a landlord, lease a property for a tenant, arrange a loan on behalf of a borrower who owns real estate or holds a trust deed note, or find a borrower for a lender seeking to make such a loan. Unimproved real estate, business opportunities and mobile homes can also be the subject of the employment. All of these employment variations can be used with the open or exclusive type of listing agreements.

Chapter 9

The exclusive right-to-sell listing agreement

This chapter presents the seller's exclusive right-to-sell listing agreement along with instructions for an agent's use of the form.

When the fee is earned

A broker's right to a fee for representing his client originates with a written employment agreement, commonly called a *listing*, entered into by the client who employs the broker. [Crane v. McCormick (1891) 92 C 176]

By entering into an exclusive right-to-sell listing agreement, an owner of real estate employs a broker to act on his behalf to locate a buyer for his property.

The right-to-sell listing agreement grants the broker **sole authority** to market the property, locate a buyer and negotiate a sale. It also specifies the fee amount the seller agrees the broker is to receive and the conditions which must be met by the broker or acted on by the seller for the broker to earn the fee.

For example, an exclusive right-to-sell listing entitles a broker to **collect a fee** from a seller in several instances, including when:

- the broker locates a ready, willing and able buyer and submits the buyer's *full listing offer* to the seller [See Figure 1];
- the seller *accepts an offer* submitted by the broker [See Figure 1 §3.1(a)];
- *anyone purchases* the property during the listing period [See Figure 1 §3.1(a)];
- the seller *withdraws the property* from the market or interferes with the broker's performance [See Figure 1 §3.1(b)];
- the seller *terminates the agency* of the broker prior to expiration of the listing period [See Figure 1 §3.1(c)];
- a prospective buyer with whom the broker negotiates during the listing period recommences negotiations to purchase the property during the *safety period* following the expiration of the listing. [See Figure 1 §3.1(d)]; or
- the seller *acquires replacement real estate* in a transaction negotiated by the broker. [See Figure 1 §3.2]

Analyzing the exclusive employment

The exclusive right-to-sell listing agreement, **first tuesday** Form 102, is used by brokers and their agents to solicit employment by a prospective seller of real estate. It is prepared and submitted as the broker's offer to act as the seller's exclusive real estate agent to market the seller's property, locate a ready, willing and able buyer and negotiate a sale. In exchange, the seller *promises to pay* a fee on any sale of the property entered into during the period of employment.

Formal documentation of an obligation to pay a fee — a written agreement signed by the seller — is the legislatively enacted and judicially mandated requisite to the *right to enforce collection* of a brokerage fee from the seller.

For the listing agent, the seller's listing agreement and its addenda serve as a checklist for the **contents of a listing package** or marketing package on the property to be handed to prospective buyers for review. The package contains information about the property known to the seller or the broker and his listing agent. The marketing process requires information about the property to be handed to prospective buyers before they enter into a purchase agreement with the seller.

Each section in Form 102 has a separate purpose and need for enforcement. The sections include:

1. *Brokerage services*: The employment period for rendering brokerage services, the broker's due diligence obligations and any advance deposits by the seller are set forth in sections 1 and 2.
2. *Brokerage fee*: The seller's obligation to pay a brokerage fee, the amount of the fee and when the fee is due are set forth in section 3.
3. *Conditions*: The broker's authority to receive a purchase offer, accept a good-faith deposit, enter into fee-splitting arrangements with other brokers and enforce the listing agreement is set forth in section 4.
4. *Property description and disclosures*: Identification of the listed real estate and personal property, the terms of existing financing and the conditions of the property are set forth in sections 5, 6, and 7.
5. *Sales terms*: The price and terms sought by the seller for the sale, exchange or option of the property are set forth in sections 8, 9, 10 and 11.
6. *Signatures and identification of the parties*: On completion of entries on the listing form and any attached addenda, the seller and the broker (or his listing agent) sign the document consenting to the employment.

Preparing the seller's listing agreement

The following instructions are for the preparation and use of the Seller's Listing Agreement — Exclusive Right to Sell, Exchange, or Option, **first tuesday** Form 102, with which a seller employs a broker as his exclusive agent to market a property for sale and locate a buyer.

Each instruction corresponds to the provision in the form bearing the same number.

Editor's note — Check and enter items throughout the agreement in each provision with boxes and blanks, unless the provision is not intended to be included as part of the final agreement, in which case it is left unchecked or blank.

Document identification:

Enter the date and name of the city where the listing is prepared. This date is used when referring to this listing agreement.

Figure 1

Figure 1

 **SELLER'S LISTING AGREEMENT**
Exclusive Right to Sell, Exchange or Option

Prepared by: Agent _____ Broker _____ Phone _____
Email _____

DATE: _____, 20_____, at _____, California.
Items left blank or unchecked are not applicable.

1. RETAINER PERIOD:

1.1 Seller hereby retains and grants to Broker the exclusive right to market, solicit, and negotiate for the disposition of the property, through sale, exchange or option, for the listing period beginning on _____, 20_____, and terminating on _____, 20_____.
1.2 Broker agrees to use diligence in the performance of this employment.

2. SELLER'S DEPOSIT:

2.1 Seller hands \$ _____ to Broker for deposit into Broker's trust account for application to Seller's obligations under the attached Listing Package Cost Sheet. [See ft Form 107]

3. BROKERAGE FEE:

NOTICE: The amount or rate of real estate fees is not fixed by law. They are set by each Broker individually and may be negotiable between Client and Broker.

3.1 Seller agrees to pay Broker _____% of the price sought or obtained. IF:
a. Anyone purchases a buyer, exchange or optionee on the terms stated in this agreement or on any other terms accepted by Seller during the period of the listing;
b. The property is withdrawn from sale, transferred or leased without Broker's consent, which will not be unreasonably withheld, or otherwise made unmarketable by Seller during the period of the listing;
c. Seller terminates this employment of Broker during the period of the listing; or
d. Within one year after termination of this agreement, Seller or his agent enter into negotiations, which later result in a transaction contemplated by this agreement, with a prospective buyer whom Broker or a cooperating broker negotiated with during the period of this listing. Broker to identify prospective buyers by written notice delivered personally or electronically, or mailed to Seller within 21 days after termination of this agreement. [See ft Form 128]

3.2 Should Seller acquire replacement property in a transaction in which Broker negotiates, Seller to further compensate Broker on acquisition of the replacement property based on the fee amount stated in §3.1.

3.3 Should this agreement terminate without Seller becoming obligated to pay Broker a fee, Seller to pay Broker the sum of \$ _____ per hour of time accounted for by Broker, not to exceed \$ _____.

4. GENERAL PROVISIONS:

4.1 Broker is authorized to place a For Sale sign on the property, inspect the property's condition, verify any operating income or expenses and publish and disseminate property information to meet the objectives of this employment.
4.2 Seller authorizes Broker to cooperate with other brokers and divide with them any compensation due.
4.3 Broker is authorized to accept, on behalf of any buyer, an offer and deposit.
4.4 Offers to purchase received by Broker may be submitted to Seller personally or electronically, or by USPS postage-prepaid mail.
4.5 Broker may have or will contract to list comparable properties or represent Buyers seeking comparable properties during the listing period. Thus, a conflict of interest exists to the extent Broker's time is required to fulfill the fiduciary duty owed to others he now does or will represent.
4.6 Before terminating this agreement, if either party files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.
4.7 The prevailing party in any action on a dispute shall be entitled to attorney fees and costs, unless they file an action without first offering to enter into mediation to resolve the dispute.
4.8 This listing agreement will be governed by California law.

5. REAL ESTATE:

5.1 Type _____
Referred to as _____
Vesting _____

— PAGE ONE OF THREE — FORM 102 —

— PAGE THREE OF THREE — FORM 102 —

9. EXCHANGE TERMS:

9.1 Seller will exchange the property for or reinvest the sales proceeds in the following property:
Type _____
Location _____
Assume or originate financing up to \$ _____.

10. OPTION TERMS:

10.1 For option money in the amount of \$ _____, Seller will grant an option to purchase on any of the sale terms stated above, for a period of _____ months.

11. OTHER TERMS:

11.1 Buyer shall not have possession of the property before _____.

11.2 _____

I agree to render services on the terms stated above.

Date: _____, 20_____
Broker's Name: _____

DRE #: _____

Agent's Name: _____

DRE #: _____

Signature: _____

Address: _____

Phone: _____ Cell: _____

Email: _____

— PAGE TWO OF THREE — FORM 102 —

5.2 Encumbrances of record:

a. A first loan in the amount of \$ _____, payable \$ _____ per month until paid, including interest at _____%, ARM, type _____, impounds being \$ _____ monthly.
Lender _____
b. A second loan in the amount of \$ _____, payable \$ _____ per month, including interest at _____%, due _____, 20_____.
Lender _____
c. Other encumbrance, bond, assessment or lien in the amount of \$ _____.
Description of debt _____.

6. PERSONAL PROPERTY INCLUDED:

6.1 Referred to as _____
6.2 Encumbered for the amount of \$ _____, payable \$ _____ monthly, including interest at _____%, due _____, 20_____.
Lender _____

7. ADDENDA attached to this agreement regarding the listing package include:

a. Agency Law Disclosure (mandated on one-to-four residential units) [See ft Form 305]
b. Federal Residence Declarations [See ft Form 301]
c. Condition of Property Disclosure [See ft Form 304] Solar Shade Control Notices sent or received by Seller to be handed to Buyer on acceptance.
d. Ordinance Compliance [See ft Form 307]
e. Natural Hazard Disclosure Statement [See ft Form 314]
f. Lead-Based Paint Disclosure [See ft Form 313]
g. Residential Earthquake Hazards Report [See ft Form 315]
h. Annual Property Operating Data Sheet [See ft Form 352, or ft Forms 362 and 381 for a SFR]
i. MLS property profile
j. Listing Package Cost Sheet [See ft Form 107] (See also §2.1)
k. Seller's Neighborhood Security Disclosure [See ft Form 321]
l. Right to Enter and Exhibit Unit to Buyers [See ft Form 116]
m. _____

7.1 Additional addenda not part of the listing package include:

a. Seller's Net Sheet [See ft Form 310]
b. Work Authorization [See ft Form 108] (See also §§2.1 and 8.2)
c. _____

8. SALE TERMS:

8.1 Price sought is \$ _____, payable:
a. In cash, or cash to a new loan obtained by Buyer;
b. Cash to the existing loan(s) and Buyer to assume the loan(s) with Lender(s);
c. Cash down payment of no less than \$ _____, _____%. Buyer to assume the existing loan(s) with Lender(s) in the amount of \$ _____, and execute a \$ _____ note and trust deed to Seller bearing _____% interest with monthly amortization over _____ years, all due _____, 20_____.
8.2 Seller agrees to pay for the following costs on a sale:
(See also §§2.1, 7) and 7.1(a))
a. Property inspection report
b. Natural hazard disclosure report
c. Pest control clearance
d. CLTA title insurance
e. FHA/VAF appraisal fee
f. Non-recurring loan costs of Buyer
g. Home warranty policy
h. Smoke detector and water heater anchor installation
i. Local ordinance sale or occupancy compliance
j. Well water quality and quantity reports
k. _____
l. _____

— PAGE TWO OF THREE — FORM 102 —

I agree to employ Broker on the terms stated above.

See attached Signature Page Addendum. [ft Form 251]

Date: _____, 20_____
Seller's Name: _____

Signature: _____

Seller's Name: _____

Signature: _____

Address: _____

Phone: _____ Cell: _____

Email: _____

— PAGE THREE OF THREE — FORM 102 —

FORM 102

03-11

©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

1. **Retainer period:**

1.1 *Listing start and end date:* Enter the date the brokerage services are to commence.

Enter the expiration date of the employment period. The expiration must be set as a specific date on which the employment ends since an exclusive listing is being established.

1.2 *Broker's/agent's duty:* States the broker and his agents promise to use diligence in their effort to locate a buyer for the listed property. The agency duties a broker and his agents owe the seller are always implied, if not expressed in writing.

2. **Seller's deposit:**

2.1 *Advance fees and costs:* Enter the amount of deposit negotiated to commence the brokerage services.

Fill out and attach the addendum detailing the services to be rendered or costs to be incurred and charged against the deposit. [See Form 107 accompanying Chapter 13]

3. **Brokerage fee:**

3.1 *Fee amount:* Enter the fee amount negotiated to be paid as a percentage of the sales price or a fixed dollar amount. This amount will be paid when any one of the following conditions occur triggering payment:

a. *Fee on any sale:* States the brokerage fee is earned and due on 1) presentation during the listing period of an offer for the price and terms sought under the listing, or 2) any sale, exchange or option of the property agreed to by the seller during the listing period. [See Form 102 §3.1(d) for fee due on post-listing period sales]

b. *Fee on withdrawal:* States the brokerage fee is earned and due if the seller, without the broker's consent, withdraws the property from the market or significantly interferes with the broker's ability to market the property.

c. *Fee on termination:* States the brokerage fee is earned and due if, during the listing period, the seller terminates this employment.

d. *Safety clause fee:* States the brokerage fee is earned and due if, within one year after the listing expires, a prospective buyer whom the broker or his agent negotiated with during the listing period and whose name the broker registered with the seller on expiration of the listing, negotiates to buy, exchange for or acquire an option to buy the listed property, and the negotiations culminate in a binding agreement with the seller. Within 21 days after expiration of the listing period, the broker must provide the seller with a list of the prospective buyers. [See Form 122 accompanying Chapter 12]

3.2 *Replacement property fee:* States an additional fee is earned and due, based on the same terms as the fee for a sale of the listed property if, through negotiations involving the broker, the seller acquires replacement property, such as occurs in a IRS §1031 tax-exempt transaction.

3.3 *Hourly fee:* **Enter** the negotiated dollar amount for the broker's per-hour fee. The hourly fee is earned for time spent on behalf of the seller if the property is not sold, exchanged or optioned after a diligent effort is made to market the property and locate a buyer. **Enter** the maximum amount the broker can earn on a per-hour basis.

4. **General provisions:**

- 4.1 *For Sale signs:* **Authorizes** the broker to place *For Sale* signs on the property and publish information (in multiple listing services (MLSs), classified ads, broadcasts, fliers, etc.) regarding the property described in the listing.
- 4.2 *Authority to share fees:* **Authorizes** the broker to cooperate with other brokers and share with them any fee paid on any transaction.
- 4.3 *Authority to accept deposits:* **Authorizes** the broker to work with buyers to obtain offers and receive good-faith deposits.
- 4.4 *Handling offers:* **Authorizes** the broker to deliver offers from buyers to the seller in person, by electronic transmission (fax or email) or by mail.
- 4.5 *Conflict of interest:* **States** the broker may have or will contract to list comparable properties or represent buyers seeking comparable properties during the listing period.
- 4.6 *Mediation provision:* **Provides** for the parties to enter into non-binding mediation to resolve a dispute remaining unsolved after 30 days, prior to filing an action.
- 4.7 *Attorney fees:* **Entitles** the prevailing party to attorney fees if litigation results from the seller's failure to pay fees or the broker's breach of an agency duty, unless the prevailing party proceeded with litigation without first offering to enter into mediation.
- 4.8 *Choice-of-law provision:* **States** California law will apply to any enforcement of this employment.

5. **Real estate:**

- 5.1 *Type of real estate:* **Enter** a brief description of the type of real estate to be sold, such as apartment, commercial, office, industrial, land or single-family residence (SFR), its legal description or common address, and the vesting of its title.
- 5.2 *Encumbrances of record:* **Enter** all financing of record which are liens on the real estate, including information on amounts, payments, interest rates, impounds, due dates and type of lenders.

Loan information submitted to the MLS or included in a marketing (listing) package gives a prospective buyer the alternative of making an offer which includes the existing loan as part of the purchase price.

6. **Personal property included:**

- 6.1 *Description:* **Enter** a brief description of any personal property included in the price. If numerous items or inventory are included in the sale, **prepare** and **attach** an exhibit for inventory/personal property and refer to it by **entering** "See attached Personal Property Inventory – Transferred with Real Estate." [See **first tuesday** Form 256]

- 6.2 **Encumbrances:** Enter the balance, terms of payment, interest rate, due date and the name of the lender on any financing secured by the personal property.
7. **Listing package addenda:** Check the appropriate boxes and attach each addendum to be prepared or reviewed by the seller for inclusion in the listing package. The addenda will contain the seller's representations about the property needed by the broker to properly market the property to locate and induce prospective buyers to purchase the property.

Editor's note — The Agency Law Disclosure is mandated to be included in the seller's listing agreement regarding one-to-four unit residential property under penalty of a lost fee on the resulting sale. The applicable federal and California residency and withholding disclosures are also most prudently presented at the listing stage since the information is known to the broker and might be of financial concern to the seller. [See Form 305 accompanying Chapter 7]

The other addenda listed are disclosures about the property which are prepared by the seller and received by the broker to be included in the listing package for delivery to prospective buyers so they will be informed of the property's condition before the seller accepts an offer or makes a counteroffer.

- 7.1 **Non-listing package addenda:** Check the appropriate boxes and attach each addendum prepared by the broker and reviewed with the seller to disclose the costs the seller will incur on the sale of the property.

8. **Sale terms:**

- 8.1 *Price/terms sought:* Enter the dollar amount of the price sought for the property by the seller.

- a. *Cash price:* Check the box to provide for the price to be paid in cash on closing. The seller is to discharge and clear all liens from title, either himself or through escrow.
- b. *Loan assumption:* Check the box if the seller will allow a buyer to pay a cash down payment (to cash out the seller's equity) and assume the loan(s) referenced in section 5.2.
- c. *Carryback financing:* Enter the amount of the down payment the seller will accept. Enter the amount of any existing financing the seller will allow a buyer to assume. Enter the amount, terms of payment, interest rate, the number of years for monthly amortization payments, and the due date for carryback financing the seller will accept from a credit-worthy buyer.

- 8.2 *Sale and closing costs:* Check the box for each item of expense the seller will incur to market the property. Prudent practice dictates the seller proceed to promptly prepare disclosures and authorize the inspections, reports or clearances needed for the broker to properly market the property and inform prospective buyers about its condition before the seller enters into an agreement to sell the property.

9. **Exchange terms:**

- 9.1 *Acquisition property:* Enter the type of property, its location (city, county or state) and the dollar amount of equity and debt on replacement property the seller is willing to acquire with the net proceeds from a sale of the listed property or by an exchange of its equity.

10. Option terms:

10.1 *Seller will option:* **Enter** the amount of option money the seller would accept to grant an option to a buyer. **Enter** the period during which the option may be exercised.

11. Other terms: **Enter** any special provision to be included in the listing.

11.1 *Vacating the property:* **Enter** the date or event on which the seller (or a tenant) will vacate the premises, such as “the close of escrow.”

Signatures

Broker's/Agent's signature: **Enter** the date the listing is signed. **Enter** the broker's name and DRE license number. **Enter** any agent's name and DRE license number. **Enter** the broker's (or agent's) signature. **Enter** the broker's address, telephone and fax numbers, and email address.

Seller's signature: If additional sellers are involved, **check the box, prepare** a Signature Page Addendum form referencing this listing agreement, and **enter** their names and **obtain** their signatures until all sellers are individually named and have signed. **Enter** the date the seller signs the listing and the seller's name. **Obtain** the seller's signature. **Enter** the seller's address, telephone and fax numbers, and email address.

Chapter 10

The listing's exclusive aspect

This chapter explores the exclusive aspect of a broker's employment as established by the fee provision in a seller's listing agreement.

A fee earned on any sale

An exclusive right-to-sell listing agreement documents the employment of a broker by an owner of real estate. In its **fee provision**, the owner agrees to pay the broker a fee if his property is sold, exchanged or optioned during the listing period, regardless of whether the broker's or his agent's activities brought about the transaction. [Carlsen v. Zane (1968) 261 CA2d 399]

Consider a broker who is employed under an exclusive listing agreement to locate a buyer for a property. The broker and his listing agent diligently investigate and market the property, but have not located a qualified buyer willing to make an offer.

During the listing period, the property owner enters into a purchase agreement (or an exchange or option to sell agreement) with a buyer represented by another broker. Later, after the listing expires, an escrow is opened and the property is acquired by the other broker's buyer.

On discovery of the sale, the listing broker demands a fee from the owner. The owner claims the listing broker is not owed a fee since another broker **procured the buyer** and the property could not be considered sold until escrow closed — a date after the listing period expired.

Here, an exclusive right-to-sell listing, due to the *exclusive representation clause* in its fee provision, requires the owner to pay the listing broker a fee on any sale, exchange or option of the property entered into during the listing period. The fee is owed regardless of who produced the buyer or when escrow closed. [See **first tuesday** Form 102 §3.1(a)]

However, a broker employed under an exclusive listing must himself, or through his agents, *exercise due diligence* in gathering data on the condition of the property, marketing the property and locating a buyer. The broker will lose his right to a fee under the exclusive representation clause should the owner cancel the listing due to the broker's (or his agent's) failure to exercise due diligence.

Due diligence

Consider an agent who obtains a listing on a form which contains an exclusive representation clause in the listing's fee provision. No effort is made to market the property. Instead, the agent chooses only to place a "For Sale" sign on the property and a listing of the property's availability in a multiple listing service (MLS).

The agent limits his activities to acquiring listings and refuses to assist buyers or their agents, except to make the listed property available for inspection through a lock-box arrangement.

The agent does not prepare disclosures or provide a listing package regarding the condition of the property, hazards, operating cost or other releases of information on the property. He also does not obtain property profiles, inspection reports or pest control reports. All these items are left to a buyer's agent to

obtain or for a buyer to demand in escrow. The listing agent plans to have a *transaction coordinator* (TC) prepare the documents and obtain the seller's signature prior to close of escrow — at an extra charge to the seller for the TC's services.

None of these limitations on the marketing services provided by the agent are disclosed to the seller, except for the cost of the TC to close a sale.

Editor's note — To provide a listing package to market the property, this agent should have retained a "listing coordinator" to order out reports and prepare documents disclosing the property's condition to be handed to prospective buyers and their agents.

No potential buyers are produced by the agent

The seller, dissatisfied with the agent's marketing efforts, cancels the listing without the agent's consent. Another broker is employed by the seller to market the property. The property is sold under the new listing, but during the listing period remaining on the canceled listing.

The listing agent's broker makes a demand on the seller to pay a fee since the property was sold during the original listing period. The seller claims the agent's lack of *due diligence* in marketing the property and locating buyers bars the broker from collecting a brokerage fee.

Is the listing broker entitled to the fee called for in the exclusive listing agreement?

No! The listing agent's efforts to market the property and locate buyers were insufficient to entitle his broker, and thus himself, to a fee on any sale after the seller canceled the listing.

When employed under an exclusive listing agreement, a broker and his agents are obligated:

- to inform the seller about the brokerage services which will and will not be rendered; and
- to diligently perform the agreed-to services in pursuit of buyers who are ready, willing and able to purchase the listed property.

Agents are expected to work in cooperation with other agents who represent buyers and to engage those buyers who are not represented by an agent. Listing agreements authorize the agent to prepare offers and accept deposits from buyers. [See Form 102 §4.3]

A diligent effort is required on the part of the agent to fulfill his agency duty owed under an exclusive listing by making a concerted and **continuing effort** to locate a buyer and do so while performing at a level which meets the owner's reasonable expectations. Otherwise, the owner has *good cause to terminate* the agency and cancel the listing without becoming obligated to pay a fee on cancellation or on a later resale. [**Coleman v. Mora** (1968) 263 CA2d 137]

An agent's written (and if not written, implied) promise on entering into an exclusive listing is to *diligently perform* his agency obligations, which includes applying his abilities to investigate, market and negotiate a sale of the listed property.

The **diligent effort** of a broker under an exclusive listing is measured by the conduct and actions taken by the broker and his agents, which include:

- *analyzing the property*, a responsibility imposed on the broker or his agent to gather at the earliest opportunity — before marketing begins — as much information about the listed property as a competent broker would include in a listing package to be handed to prospective buyers, ranging from

inspecting the property, obtaining third-party reports on the property and reviewing a title profile, to reporting its income, expenses and any local information about the surrounding area [**Jue v. Smiser** (1994) 23 CA4th 312]; and

- *marketing the property*, which includes advertising in MLSs or other broker-associated publications, making phone calls, putting up “For Sale” signs, distributing fliers, holding open house events if appropriate, broadcasting the property at pitch sessions, etc., and advising prospective buyers and their agents about the property by handing them the information package (disclosures) previously prepared.

An agent must keep records to provide proof he has exercised due diligence in his analysis and marketing of a property if he is to avoid unwarranted cancellation of the listing. Records of all solicitations, contacts, money spent, advertisements placed, buyers contacted, etc., should be maintained on worksheets in a file on the listed property. [See **first tuesday** Form 520; see Form 525 accompanying Chapter 7]

A ready, willing and able buyer

Occasionally, during a period of rising real estate prices, a seller who employs an agent to locate a buyer will *reject* a full listing offer submitted by the agent.

Rejection occurs by either:

- the seller’s *refusal to accept* the offer; or
- the seller’s *counteroffer* on different terms.

Consider an agent under a listing who locates a buyer who makes an offer to buy property on substantially the same terms sought by the seller in the listing, called a *full listing offer*.

The offer is submitted to the seller, who refuses to accept the offer. Instead, the listing agent is instructed to prepare a counteroffer at a higher price, which the seller signs, believing the buyer should pay more for the property than the listed price.

The counter to the full listing offer is submitted to the prospective buyer, who rejects it and terminates negotiations.

The listing agent’s broker demands payment of a fee, which the seller refuses to pay. The seller claims a fee is not due the broker since the counteroffer was rejected and a sale of the property did not occur.

Here, the broker has **earned a fee** under any type of listing agreement, open or exclusive, since the broker or one of his agents:

- *located* a financially qualified (able) buyer who was also ready and willing to purchase the property on the terms of sale stated in the listing; and
- brought the buyer and seller together by *submitting* the buyer’s offer to the seller and handing the seller a copy of the offer. [**Barnes v. Osgood** (1930) 103 CA 730]

The fact the seller rejected the offer by way of a counteroffer (which was not accepted) has no effect on the broker’s right to a fee under the listing agreement.

However, to earn a fee for obtaining and submitting a full listing offer, the prospective buyer, on making the offer, must be *ready, willing and able* to perform. Thus, to **earn a fee** the buyer must:

- *make an offer* on substantially the same terms as the seller's listed terms, called *ready*;
- *intend to enter* into a binding purchase agreement with the seller, called *willing*; and
- *qualify financially and legally* to perform on the offer, called *able*.

Once the listing agent has submitted a full listing offer from a buyer who meets each of the ready, willing and able criteria, the listing agent's broker is entitled to a fee from the seller. [**Woodbridge Realty v. Plymouth Development Corporation** (1955) 130 CA2d 270]

For example, an owner of real estate enters into a listing agreement employing a broker to locate a buyer who will agree to purchase the property. The price and terms of payment the owner seeks for his property are contained in the listing agreement, as is a brokerage fee provision.

During the listing period, the broker's listing agent locates a financially qualified buyer who makes a written offer to purchase the property on substantially the same terms sought by the owner in the listing agreement. When the offer is submitted to the owner, the owner rejects the offer, opting not to sell his property on the terms listed. The listing agent's broker promptly makes a demand on the owner for his fee based on the brokerage fee provision in the listing agreement. The owner refuses to pay, claiming the broker did not earn his fee since a sale was never completed.

However, the broker did earn his fee. During the listing period, the broker's agent located a financially qualified buyer who offered to purchase the property on the owner's listed terms for a sale.

The broker may enforce collection of his fee at the moment the opportunity to accept a full listing offer, oral or written, is presented to the owner. Whether the offer is accepted or a sale is ever consummated is not a condition of the broker's employment under a listing agreement. Upon fully performing his employment under the listing by producing a ready, willing and able buyer on the listed terms, the broker's recovery of his fee is not barred by the owner's refusal to now sell the property. [**Twogood v. Monnette** (1923) 191 C 103]

However, if a buyer offers to purchase the property on terms different from those in the listing agreement, the owner must first accept the buyer's offer before the broker is entitled to a fee, no matter how reasonable the buyer's offer may be. [**Seck v. Foulks** (1972) 25 CA3d 556]

Fee for purchase of replacement property

Often, the property listed for sale is held by an owner as an investment, such as rental income property or vacant land, or for use in the owner's trade or business. Thus, the listed property is Internal Revenue Code (IRC) §1031 *like-kind property*. It is not the owner's residence or dealer property, such as lots held by a developer.

If the listed price is greater than the owner's remaining cost basis in the property, the owner is selling the property at a profit, called a *capital gain*.

The listing agent who is alert to an opportunity to render additional services for an additional fee should know the owner can avoid payment of any profit tax on a sale. If the owner **acquires replacement property** which has equal-or-greater *equity* and equal-or-greater *debt*, profit taxes are avoided on the property sold as an exempt (tax-free) transaction.

Thus, the agent should bring to the owner's attention the advantageous §1031 tax exemption treatment available on the sale. Further, the agent should recommend implementation of a §1031 reinvestment plan by the timely acquisition (through the agent) of other like-kind property using the net proceeds from the sale of the listed property.

As in any employment engaging a broker to act on behalf of a client, the authorization to locate replacement property and receive payment for doing so must be in writing to enforce collection of the fee. An exclusive right-to-sell listing accomplishes this objective by containing a *replacement property provision*. [See Form 102 §3.2]

The type of replacement property to be acquired and the amount of debt the owner is willing to incur to purchase the property should be entered in the appropriate places on the listing agreement. [See Form 102 §9.1]

A fee is earned if the broker or his agent is involved in negotiations which lead to the owner's purchase of replacement property. The fee for assisting in the purchase of replacement property is based on the same formula or dollar amount used to set the fee due on the sale of the listed property.

However, to fully protect a listing broker's right to a fee when replacement property is to be purchased, a **buyer's exclusive right-to-buy listing** should also be entered into.

The right-to-buy listing, being more specific, would supersede the replacement property provision in the exclusive right-to-sell listing. The exclusive right-to-buy listing assures the broker that he will receive a fee should the owner acquire replacement property during the right-to-buy listing period, regardless of who brings the property to the owner's attention.

Chapter

11

A fee due on withdrawal or termination

This chapter addresses the events which trigger the withdrawal-from-sale and termination-of-agency clauses in the fee provision of an exclusive listing.

Exercising an alternative

An owner of real estate enters into an exclusive right-to-sell listing agreement, employing a broker to locate buyers and sell the property. The broker's compensation for his and his listing agent's services is set forth in a **fee provision** in the listing agreement. The fee provision contains both a *withdrawal-from-sale* and a *termination-of-agency* clause. [See **first tuesday** Form 102 §3.1]

The **withdrawal-from-sale** clause entitles the broker to be paid a full listing fee if, during the listing period, the property is:

- withdrawn from the market;
- transferred to others;
- further leased without the broker's consent; or
- made unmarketable by the owner. [See Form 102 §3.1(b)]

Further, the separate **termination-of-agency** clause entitles the broker to collect a full listing fee if the owner cancels the broker's employment during the listing period, with or without the intent by the owner to continue marketing the property for sale.

Withdrawal from sale

On undertaking the obligation of employment imposed by a listing, a listing agent gathers available information about a seller's property and organizes it into a listing package. The package is reproduced and handed to those most likely to make a offer, called *prospective buyers*.

On completing the listing package, multiple listing service (MLS) and newspaper advertisements are placed, and a "For Sale" sign is erected on the property with a box for distribution of informational fliers to interested parties.

Before the listing period expires, the seller withdraws the property from sale. Further, the agent is instructed to remove his "For Sale" sign and lock box, and to cease marketing the property.

The agent confirms the seller's withdrawal in writing and immediately complies with the seller's request. The agent's broker then makes a demand on the seller for payment of a full listing fee, claiming the withdrawal-from-sale clause in the listing agreement entitles him to a fee earned at the moment the seller removes the property from the market during the unexpired listing period.

The seller refuses to pay, claiming the broker is not due a fee since the broker's agent failed to produce a buyer due to the lack of a diligent effort to market the property. The seller also claims the provision for payment of the brokerage fee on the seller's withdrawal of the property from the market is unenforceable as an unfair and **unenforceable penalty** since the property did not sell.

Is the broker entitled to a full listing fee under the withdrawal-from-sale clause?

Yes! The seller became obligated to pay the broker the fee agreed to in the listing when:

- the broker, through his agent, at all times exercised diligence in the marketing of the property; and
- the seller **exercised his right** under the withdrawal-from-sale clause to voluntarily remove the property from the marketplace during the listing period.

Further, the brokerage fee the seller agreed to pay on a withdrawal from sale prior to the expiration of the listing period is not a *penalty payment* or *forfeiture*. The fee due the broker on the seller's withdrawal from the market is a fair amount since the agreed amount preserves the earnings the broker expected to receive by ultimately selling the property. When the seller entered into the listing agreement, the broker and his agent commenced their due diligence efforts to locate a buyer.

On withdrawal, the fee due the broker compensates him for his **lost opportunity**. When the broker loses his authority to market the property and locate a buyer, he has lost his ability to accomplish the objective of the employment, which was to sell the property and earn a fee.

Thus, instead of leaving the property on the market for the entire listing period (and paying a fee if it sells), the seller has exercised one of his **alternative performance options** allowing the seller to either:

- remove the property from the market, in which case a fee is earned and due; or
- terminate the agency by canceling the listing while leaving the property on the market, in which case a fee is also earned and due.

A withdrawal of the property from the market always results in a termination of the broker's agency relationship with the seller. However, a termination of the agency by the seller is not always due solely to a withdrawal of the property from sale.

Termination of agency by seller

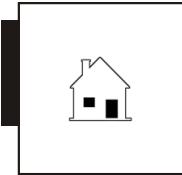
A seller of real estate enters into a listing agreement with a broker to sell a property within a three-month period. The listing includes a fee provision which contains a *termination-of-agency* clause entitling the broker to a full fee should the seller terminate the broker's employment, without good cause, prior to expiration of the listing period. [See Form 102 §3.1(c)]

The broker's listing agent promptly commences a diligent marketing effort to properly present the property for sale and locate a buyer who is willing to acquire the property. However, during the listing period and before a buyer is located, the seller terminates the agency by canceling the listing.

The broker makes a demand on the seller for a full listing fee, claiming the termination-of-agency clause in the fee provision of the listing calls for payment of a fee as earned when the seller prematurely terminates the agency. The seller claims the broker is not entitled to a full brokerage fee, but only to money losses based on an accounting for his time, effort and costs incurred to market the property, called *quantum meruit*, since a seller may legally terminate a broker's agency at any time.

Is the broker entitled to collect a full fee from the seller upon the seller's exercise of his legal right to terminate the agency?

Yes! While a seller may terminate the broker's agency at any time, the seller cannot terminate the agency during the listing period and avoid payment of a fee if a termination-of-agency clause exists. The termination-of-agency clause in the listing couples the canceling of the listing with the payment of a fee.



RELEASE AND CANCELLATION OF EMPLOYMENT AGREEMENT

Prepared by: Agent _____
Broker _____

Phone _____
Email _____

NOTE: This agreement is used to both terminate a listing employment and eliminate any claims which may have arisen during its existence.

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

1. FACTS:

1.1 This mutual release and cancellation agreement with waiver of rights pertains to the following employment agreement:

- a. Seller's Listing Agreement [See **ft** Form 102]
- e. Buyer's Listing Agreement [See **ft** Form 103]
- b. Loan Broker Listing [See **ft** Form 104]
- f. Trust Deed Listing [See **ft** Form 112]
- c. Exclusive Authorization To Lease [See **ft** Form 110]
- g. Exclusive Authorization To Locate Space [See **ft** Form 111]
- d. Property Management Agreement [See **ft** Form 590]
- h.

1.2 dated _____, 20_____, at _____, California,

1.3 entered into by _____, as the Broker, and

1.4 _____, as the Client,

1.5 regarding property or real estate services referred to as _____.

2. AGREEMENT:

2.1 Broker and Client hereby cancel and release each other and their agents from all claims and obligations of any kind, known or unknown, arising out of the employment agreement.

2.2 In consideration of Broker's acceptance of this cancellation, Client to pay Broker a brokerage fee of \$_____.

2.3 In consideration of Broker's acceptance of this cancellation, Client to pay the brokerage fee set forth in the employment agreement if Client enters into an agreement for any of the following checked events within _____ months after the date of this cancellation agreement:

- a. The property is sold, exchanged or otherwise transferred.
- b. An option to buy or sell the property is created.
- c. The property is relisted with another broker.
- d. The property is refinanced or further financed.
- e. The property is leased.
- f. The property is acquired.
- g. _____.

3. WAIVER:

The parties hereby waive any rights provided by Section 1542 of the California Civil Code which states:

"A general release does not extend to claims which the creditor does not know or suspect to exist in his favor at the time of executing the release, which if known by him must have materially affected his settlement with the debtor."

I agree to the terms stated above.

Date: _____, 20_____

Broker: _____ DRE #: _____

I agree to the terms stated above.

See attached Signature Page Addendum. [**ft** Form 251]

Date: _____, 20_____

Client's Signature: _____

By: _____

Phone: _____ Cell: _____

Client's Signature: _____

Phone: _____ Cell: _____

The seller has chosen between:

- continuing to work with the broker under the listing and paying a fee if a buyer is located before expiration of the listing period; and
- terminating the broker's agency and paying the broker his full listing fee, whether or not the property is removed from the market.

No alternatives to breach

Occasionally, both the withdrawal-from-sale and the termination-of-agency clause are excluded from a listing agreement. Without these provisions, a broker will be unable to collect a full brokerage fee on a withdrawal or termination since no amount was agreed to be paid on the occurrence of either event.

Thus, only a *breach* of the listing occurs for lack of **alternative performance provisions** in the exclusive listing agreement. [See Form 102 §§3.1(b) and 3.1(c)]

On a breach by the seller of a listing which does not contain a termination-of-agency clause, the terminated broker will only be entitled to recover:

- the *out-of-pocket costs* incurred to service the listing; and
- the value of the time and effort expended under the listing, called *quantum meruit* recovery. [**Hedging Concepts, Inc. v. First Alliance Mortgage Company** (1996) 41 CA4th 1410]

Documenting the cancellation

When a seller, by word or by conduct, clearly indicates he no longer desires to sell the property, the agent should prepare a Release and Cancellation of Employment Agreement form for the seller to review and sign. [See Form 121 accompanying this chapter, *ante*]

Editor's note — This release and cancellation agreement is a new contract between the agent's broker and the seller, effectively replacing the listing agreement.

The **release and cancellation agreement** may call for immediate payment of the full brokerage fee agreed to in the listing in exchange for mutually agreeing to cancel the listing agreement.

Alternatively, it may call for payment at a later date should the property be sold, placed on the market, exchanged, optioned, refinanced (if the broker was retained to arrange new financing) or leased to anyone within a specified time period (for example, one year) after the date of the agreement. A compromise could be the payment of a partial fee with the balance due should the property be sold within the cancellation period.

This release and cancellation agreement is also used when a buyer wants to cancel an exclusive right-to-buy listing. On cancellation, the broker is deprived of the opportunity he acquired under the listing to earn a fee. Thus, he has the right to receive compensation.

In this case, the agreement entitles the broker to a fee if, within the cancellation period, the buyer purchases property similar to that which the broker was retained to locate.

In short, if the client accomplishes on his own what he retained the broker to do, and the client does so during the cancellation period, the broker is entitled to his fee.

Editor's note — The broker cannot require the client to relist with him if he decides to buy or sell within the cancellation period. This coupling of the cancellation to future employment would be an illegal tying arrangement. [Calif. Business and Professions Code §16727]

Reimbursement on cancellation

A cancellation agreement can also call for a client to pay a broker cash compensation for his and his agent's time, effort and expenses expended during the employment under the listing. The client and broker can negotiate an appropriate hourly rate at the time of settlement.

The broker will not later be able to collect a fee should the property sell after the listing is canceled since the broker settled for a lump sum amount to end the relationship and eliminate all claims under the listing agreement.

However, by entering into a settlement on cancellation, the broker would be compensated immediately rather than waiting for a transaction that might not happen. With this agreement, the broker ensures he will not be out-of-pocket on this listing.

If the broker believes the client may use his services in the future, or will refer other clients, this is a fair alternative.

Chapter 12

The safety clause

This chapter demonstrates the use of a safety clause in a listing to earn a fee after the listing has expired for the time and effort spent with prospective buyers during the listing period.

A fee due after the listing expires

A broker is retained to represent a seller under an employment agreement, commonly called a *listing*. The listing, whether open or exclusive, contains a *safety clause* entitling the broker to the agreed fee, if:

- a person has contact with the broker (or his agent) regarding the property during the listing period, called *solicitations*;
- the broker treats the person as a *prospective buyer* by providing the person with information about the property, legally called *negotiations*;
- negotiations with the person terminate without resulting in a sale;
- on expiration of the listing period, the broker *registers the person* by name with the seller as a prospective buyer; and
- the person and the seller, with or without involving the broker, later commence negotiations within a specified time period following the expiration of the listing, called the *safety period*, and ultimately complete a sale of the property.

For example, during the listing period, a broker's listing agent has contact with prospective buyers. All of the buyers are **handed a listing package** fully disclosing the property's condition.

The agent's discussions with each buyer and the property information given to each buyer, as well as to any buyer's agent, is noted on a File Activity Sheet in the agent's listing file. [See **first tuesday** Form 520]

Also, each prospective buyer's name, address or phone number are added to the list of prospective buyers for the property on a registration form also maintained in the listing file. [See Form 122 accompanying this chapter]

After "follow-up" conversations with the prospective buyers, the agent does not have further contact with any of them. The listing period expires and the property remains unsold.

Perfecting the right to a fee for work done

After the listing expires, the agent sends the seller the **list of prospective buyers** he has entered on the registration form and closes his file on the property. The list includes all those buyers who, during the listing period, were in contact with, and **received information** about the property from the broker, his agents or through the buyer's broker. [See Form 122]

Within the safety period after the listing agreement expires, a buyer registered by the agent on the list of prospective buyers **enters into negotiations** with the seller to purchase the property. Negotiations ultimately result in a completed sale. Neither the broker nor his agent are involved in the renewed negotiations in any way.

On the agent's discovery of the completed sale, the broker makes a written demand on the seller for his fee as earned under the safety clause in the expired listing.

The seller refuses to pay the broker a fee, claiming the broker has no right to a fee since neither the broker nor his agent was the *procuring cause* of the sale, i.e., the broker did not obtain and submit the offer.

The broker claims he does not need to be the procuring cause to be entitled to a fee since a prospective buyer who was provided information about the property during the listing period acquired the property as a result of negotiations commenced during the safety period.

Is the broker entitled to a fee from the seller?

Yes! The seller owes the broker a fee under the safety clause in the listing agreement's fee provision. A prospective buyer, who reviewed information about the property with the broker's agent during the listing period, was **registered with the seller**. After the listing expired, the registered buyer acquired the property as a result of negotiations commenced during the safety period, either directly with the seller or through another broker. Payment of a fee in the listing agreement's fee provision was not limited solely to *procuring* a buyer. [**Leonard v. Fallas** (1959) 51 C2d 649]

Contrary to the claims of the seller, a broker will never be the *procuring cause* of a sale when the brokerage fee is earned under the safety clause. The safety clause is always triggered by negotiations which have a "fresh start" after the listing expires.

Negotiations initiated during the listing period, **which continue**, with or without the broker, beyond the expiration date on the listing and result in a purchase agreement being entered into with the seller, are the essence of procuring cause.

The safety net for due diligence

A safety clause in the fee provision of a listing agreement provides an additional period after the listing expires for a broker to earn a fee for the time and money the broker and his listing agent invest during the listing period in their effort to market the listed property and locate a buyer. The clause preserves the broker's and listing agent's expectations of earnings for reviewing the property with prospective buyers during the listing period should the prospective buyer become disinterested, break off negotiations, and then later reappear after the listing expires to buy the property.

Thus, the broker is **assured a fee** under the safety clause if:

- *property information* is provided to prospective buyers during the listing period by his listing agent;
- the *seller is notified* of the identification of the prospective buyers as soon as possible after termination of the listing; and
- the *property is acquired* by a prospective buyer from the list as a result of negotiations commenced during the safety period.



IDENTIFICATION OF PROSPECTIVE BUYERS

On Expiration of Listing

Prepared by: Agent _____
Broker _____ Phone _____
Email _____

NOTE: Your employment agreement calls for payment of a brokerage fee on transactions with these prospective Buyers or Tenants resulting from negotiations commenced within the one-year period following termination of the agreement. If you employ another Broker to provide similar services for the same property during the one-year period, bring this document and the expired agreement to the Broker's attention.

DATE: _____, 20_____, at _____, California.
TO: _____

Items left blank or unchecked are not applicable.

1. FACTS:

- 1.1 This is an addendum to the following agreement:
a. Seller's Listing Agreement [See **ft** Form 102]
b. Exclusive Authorization to Lease Property [See **ft** Form 110]
c. _____
- 1.2 dated _____, 20_____, at _____, California,
1.3 entered into by you and the undersigned Broker regarding real estate referred to as _____.

2. IDENTIFICATION:

- 2.1 This addendum registers with you the identities of prospective buyers or prospective tenants the undersigned Broker, directly or through other brokers, solicited and negotiated with for the purchase or lease of the real estate under the above agreement.
- 2.2 You are obligated under the above agreement to pay a brokerage fee if, within one year after expiration of the agreement, you enter into negotiations which result in the sale or lease of the real estate to any of the following prospective buyers or prospective tenants:

Name _____ Address _____
Name _____ Address _____

3. This addendum consists of _____ page(s). (Add pages to name additional prospective buyers.)

This is a true and correct statement.

Broker: _____ DRE #: _____

By: _____

Address: _____

Phone: _____ Cell: _____

Theoretically, an agent's knowledge of prospective buyers is information the seller is entitled to on expiration of the listing should the seller request the information, with or without a safety clause.

The terms of the safety clause

A safety clause is usually included in the fee provision of a listing agreement. Both the open and exclusive types of seller's and buyer's listing agreements typically contain safety clause provisions. [See **first tuesday** Form 102 §3.1(d); see Form 103 §5.1(c) accompanying Chapter 16]

The safety clause imposes an obligation on the seller to pay a fee on a sale which resulted from negotiations with registered prospective buyers commenced by anyone within the safety period.

Like an exclusive listing agreement, the safety clause also contains an expiration date, establishing a time period during which the clause is in effect. Typically, safety clauses are drafted to cover a sufficient and reasonable period of time needed to protect the agent's time and effort spent with prospective buyers on behalf of the seller. The safety clause period **commences on termination** of the listing period.

The **listing is terminated**, commencing both the safety clause period and the period for putting the seller on notice of prospective buyers, upon:

- the seller's *withdrawal of the property* from the market during the listing period;
- the seller's *termination of the agency* before expiration of the listing period; or
- *expiration of the listing agreement* by its own terms.

The seller's premature termination of the broker's agency relationship does not also terminate the listing period in an exclusive listing agreement which fails to contain a termination- of-agency fee provision. [**Century 21 Butler Realty, Inc. v. Vasquez** (1995) 41 CA4th 888]

Whether or not the listing contains a termination-of-agency clause, premature termination should be treated as an act which commences the safety clause period. Thus, on **premature termination** of the agency, withdrawal or expiration of the listing period, the agent should send the seller his list of prospective buyers to *perfect his right* to earn a fee under the safety clause should a prospective buyer commence negotiations during the safety period and later buy the property.

Perfecting the safety clause

A broker has the burden of *perfecting* his right to a fee under the safety clause.

Several crucial activities must be performed by the listing agent to **perfect his broker's right** to a fee under the safety clause, including:

- *providing information* about the listed property to any prospective buyers he or buyer's brokers have contact with;
- *documenting dealings* with prospective buyers by maintaining an Activity Report Sheet in a listing file [See **first tuesday** Form 520]; and
- *registering the prospective buyers* with the seller on termination of the listing by providing the seller with a List of Prospective Buyers in a timely manner (e.g., within 21 days). [See Form 122]

Most listing agreements contain **broker cooperation provisions** which authorize brokers to work with and share fees with other brokers who represent buyers interested in the listed property. [See Form 102 §4.2]

Thus, when registering prospective buyers with the seller, the broker whose listing contains a broker cooperation provision should be sure to include any buyers with whom buyer's brokers dealt. If a sale covered by the safety clause occurs, both brokers will be protected and will share the fee.

The disclosure of the prospective buyers by registration with the seller is required to "arm" the safety clause. Thus, by registration, the broker *perfects* his right to earn a fee under the clause. If a prospective buyer registered by the broker or his agent enters into negotiations during the safety period, and as a result acquires the listed property, the broker has earned a fee.

Negotiations which result in a sale do not need to be concluded during the safety clause period to qualify the broker for a fee. Escrow also does not need to be closed prior to the expiration of the safety period. Once negotiations are commenced during the safety clause period, which leads to a sale of the listed property to a registered prospective buyer, the broker has earned his fee. An acceptance of a purchase offer or the close of a sales escrow **relates back** to the date negotiations commenced, a date which, if it falls within the safety clause period, entitles the broker to a fee. [Leonard, *supra*]

Contact with prospective buyers

The **degree of involvement** a broker or his agents must have with a buyer during the listing period in order to qualify the buyer as a *prospective buyer* is set by the terms of the safety clause.

For example, a fee provision may state the broker or his agents are required to **personally introduce** the property to a buyer to qualify the buyer as a prospective buyer, not merely conduct negotiations over the phone. [**Korstad v. Hoffman** (1963) 221 CA2d Supp. 805]

For all listings, a buyer is not a prospective purchaser under the safety clause if the buyer's only relationship with the broker is the buyer's observation of a "For Sale" sign on the property or of a published advertisement regarding the property placed by the broker or his agent. [**Simank Realty, Inc. v. DeMarco** (1970) 6 CA3d 610]

At the very least, a broker or his listing agent is required to provide the buyer with **information regarding the property** to qualify as having commenced negotiations. The agent does not need to produce a written offer from a buyer for the buyer to be a prospective purchaser.

Consider a broker who is retained by a seller under an exclusive right-to-sell listing agreement which contains a safety clause requiring prospective buyers to have *negotiated* with the broker or his listing agent. [See Form 102 §3.1(d)]

During the listing period, the agent has contact with and provides property information to several individuals. The list of prospective buyers is prepared and delivered to the seller. The listing agent includes the names of people who were not contacted or were not provided with any information about the listed property.

During the safety clause period, a person who was registered, but had no contact with the broker or the listing agent, negotiates to purchase the property directly from the seller (or through another broker). The negotiations result in a sale.

The broker makes a demand on the seller for a fee since a person registered as a prospective buyer acquired the property through negotiations which commenced during the safety period.

The seller refuses to pay a fee, claiming the broker's listing agent never treated the person as a prospective buyer since the listing agent never exposed the person to the property in any way.

Has the broker earned a fee under the safety clause?

No! For the broker to earn a fee under this safety clause, the broker, his listing agent or another agent employed by the broker must have entered into negotiations with the likely buyer. For the listing agent's contact with the buyer to be **equated with negotiations**, the listing agent or another agent of the broker must have handed the buyer information regarding the property, such as its income and expenses, title conditions, property conditions or operating conditions. At no time during the listing period did the listing agent review any aspect of the property with the buyer or the buyer's agent. [**Hobson v. Hunt** (1922) 59 CA 679]

Price paid

Now consider a listing agent who markets a property for a seller under a listing which contains a safety clause requiring negotiations with the buyer as one condition for receiving a fee. The listing agent provides detailed information on the property to a likely buyer, including water availability and an estimate of assessments on the property. The agent has several follow-up conversations with the prospective buyer about the property.

The buyer becomes disinterested in the property due to his interest in another property. On expiration of the listing period, the agent registers the buyer with the seller by delivering the agent's list of prospective buyers as required by the safety clause.

During the safety clause period, the buyer is contacted by the seller regarding the property. Negotiations result in the prospective buyer's purchase of the property for less than the listed price.

The listing agent's broker learns of the sale and makes a demand on the seller for a fee.

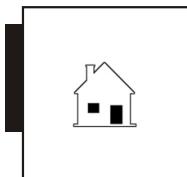
The seller refuses to pay a fee, claiming the broker is not entitled to a fee since the price paid for the property was less than the full listing price.

The broker claims he has earned a fee since the sale was to a registered buyer who negotiated to purchase the property during the safety clause period and acquired it.

Here, the broker is entitled to the agreed fee under the safety clause since the buyer:

- reviewed the property with the listing agent during the listing period;
- was registered with the seller on expiration of the listing;
- negotiated with the seller (or an agent of the seller) during the time period covered by the safety clause; and
- ultimately purchased the property due to the negotiations.

Based on the price paid for the property, the broker earns the percentage of the price paid (or the fixed fee) stated in the listing agreement. [**Delbon v. Brazil** (1955) 134 CA2d 461]



MODIFICATION OF LISTING AGREEMENT

Prepared by: Agent _____
Broker _____ | Phone _____
Email _____

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

1. FACTS:

1.1 This is a modification of the following brokerage agreement:

- | | |
|--|--|
| <input type="checkbox"/> Seller's Listing Agreement [See ft Form 102] | <input type="checkbox"/> Buyer's Listing Agreement [See ft Form 103] |
| <input type="checkbox"/> Loan Broker Listing Agreement [See ft Form 104] | <input type="checkbox"/> Trust Deed Listing [See ft Form 112] |
| <input type="checkbox"/> Exclusive Authorization to Lease Property
[See ft Form 110] | <input type="checkbox"/> Exclusive Authorization to Locate Space
[See ft Form 111] |
| <input type="checkbox"/> _____ | |

1.2 dated _____, 20_____, at _____, California,

1.3 entered into between _____, as the Client, and Broker,

1.4 regarding property or real estate services referred to as _____.

2. TERMS OF BROKERAGE SERVICE:

2.1 The agency duties, costs and fees are reaffirmed and, remain unchanged, or modified as follows:

2.2 The brokerage agreement will now expire on _____, 20_____.

3. SALES TERMS:

3.1 The terms of the real estate related sale, purchase, lease or financing are modified as follows:

4. PROPERTY PROFILE MODIFICATION OR ADDITIONS:

I agree to the terms stated above.

Date: _____, 20_____

Broker: _____

DRE #: _____

By: _____

Phone: _____ Cell: _____

Fax: _____

Email: _____

I agree to the terms stated above.

See attached Signature Page Addendum. [**ft** Form 251]

Date: _____, 20_____

Client: _____

Signature: _____

Client: _____

Signature: _____

Phone: _____ Cell: _____

Fax: _____

Email: _____

Dual liability on relisting

A properly worded and perfected safety clause remains enforceable even when a seller relists the property for sale with another broker after the original listing expires. [See Form 102 §3.1(d)]

Thus, a broker or his agent who enters into a listing must first inquire into the existence of an unexpired safety clause in a prior listing the seller may have had with another broker.

The seller is exposed to **multiple fees** when the property is sold by a new broker to a prospective buyer registered with the seller under the safety clause in an expired listing.

If a safety clause is still in effect, the new listing agent needs to obtain a copy of the list of prospective buyers registered with the seller. Negotiations conducted by the new listing agent with these buyers would expose the seller to liability under the **prior broker's safety clause**. Prior to contacting these registered buyers, the new listing broker needs to negotiate a *fee-sharing agreement* with the prior broker and document the arrangement as part of the listing process. [See **first tuesday** Form 105]

A fee-sharing agreement, also improperly called a *cooperating broker agreement*, allows for both the prior broker and the present broker to share fees, usually 50-50. The fee-sharing agreement broadens the pool of prospective buyers for the new listing agent and clarifies the opportunity of both brokers to earn a fee — for the duration of the safety period.

On expiration of a listing, the seller may avoid the dual liability situation altogether by relisting with the same broker, rather than listing with another broker, a *relisting advantage* held by the original broker. The relisting should be by way of a modification of the expiration date (and any other terms) of the listing. Modification eliminates the need to register prospective buyers until the listing expires under the extension. [See Form 120 accompanying this chapter]

For the seller, re-listing with the same broker avoids any overlap of the prior broker's safety clause period and the new broker's listing period. Re-listing with the same broker also preserves the original listing agent's efforts spent educating the seller while marketing the property.

Safety clause vs. procuring cause

Sellers often confuse the workings of the safety clause with the open-listing or full-listing-offer theories of *procuring cause*. A broker is the procuring cause of a buyer and entitled to a fee when the broker holds an **open listing** and he or his agent is either:

- the *direct cause* of a sale to a buyer; or
- the cause of a *series of events* which result in a sale to the buyer.

Consider a broker who enters into an employment agreement with a lender to locate a person who will syndicate the purchase of trust deed loans *warehoused* by the lender, a process called *securitization*.

The agreement contains a fee provision calling for payment of a fee only if the broker or his agent **initiates a transaction** which is successfully completed. The agreement also contains a ten-year safety clause.

On expiration of the listing, the broker's agent hands the lender a list of several securities firms who create or represent trust deed investment pools which purchase trust deed notes in the secondary money market. None of the investment firms listed as prospective trust deed buyers enter into negotiations with the agent, much less complete a transaction with the lender which was initiated by the agent.

Later, an investment firm registered by the agent buys trust deeds from the lender.

The agent's broker discovers the transaction and demands a fee from the lender. The broker claims he is entitled to a fee since his agent **introduced the lender** to the firm which eventually purchased the loans within the ten-year safety period.

The lender claims the broker is not entitled to a fee since the broker was hired to **initiate and complete** a successful transaction, and he did not do so by merely registering the names of investment firms.

Is the broker entitled to a fee?

No! The broker is not entitled to a fee for merely registering the names of firms which his agent knew bought trust deed notes. The fee provision required the broker or his agent to be the *procuring cause* of a sale, not just naming, soliciting or negotiating with prospects. Payment of a fee is contingent on the broker's **initiation** of a transaction which is **successfully completed**. [Hedging Concepts, Inc. v. First Alliance Mortgage Company (1996) 41 CA4th 1410]

A fee agreement calling for a broker to be paid only if he is the *procuring cause* of the sale **automatically voids** any safety clause contained in the fee provision of a listing agreement. Thus, a safety clause and a procuring cause clause are inconsistent provisions — one or the other for recovery of a fee, but not both in the same document. [Delbon, *supra*]

The contact remained interested and bought

Now consider a seller who employs a broker under a listing agreement which entitles the broker to a fee if he locates a buyer who eventually acquires the property.

During the listing, the broker or his listing agent has contact with a buyer resulting in the delivery of information on the listed property. The buyer has difficulty arranging purchase-assist financing. After several discussions, the listing agent no longer follows up on the buyer and they engage in no further negotiations.

On expiration of the listing, the property remains unsold. Three months later, the seller contacts the buyer to see if he is still interested in purchasing the property. Negotiations are resumed when the buyer ultimately arranges financing and is able to acquire the property. The listing agent discovers the sale and alerts his broker.

The broker then makes a demand on the seller for a fee, claiming he was the procuring cause of the sale since he presented the property to a buyer who remained interested in the property and eventually purchased it when financing became available.

The seller claims the broker is not entitled to a fee since the buyer acquired the property through negotiations commenced by the seller after the listing expired.

However, the broker is entitled to a fee since he was the **procuring cause** of the sale. The broker's contact with the buyer **set into motion** an uninterrupted chain or series of events, separated only by time, which eventually resulted in a sale. [E. A. Strout Western Realty Agency, Inc. v. Lewis (1967) 255 CA2d 254]

Editor's note — By including a safety clause in the listing agreement and registering the prospective buyer, this dispute would be avoided.

Chapter 13

Greater transparency in marketing

This chapter digests the marketing assistance a seller provides a listing agent by authorizing investigative reports regarding the listed property before it is marketed.

Costs for preparing to sell

An owner of a single-family residence (SFR) wants to list the property for sale with the brokerage office of an agent known to the owner.

The agent prepares an exclusive right-to-sell listing agreement form for review with the owner.

The agent also prepares an addendum (among others) in which he estimates the cost of third-party **investigative reports** needed to provide prospective buyers with information on the property. The reports are those which are always demanded by prudent buyers and careful buyer's agents for confirmation and approval by the buyer before closing escrow on a purchase of property.

The listing agent will present this listing package *cost sheet* addendum to the owner as a "seller's budget." As a disclosure, it sets the costs of those third-party reports the owner will most likely incur on a sale.

The **cost sheet** prepared by the agent estimates the cost of investigative reports prepared by other professionals or government agencies which will help put a face on the property so it can be better **evaluated by prospective buyers**. The recommended reports include an occupancy (transfer) certificate (by local ordinance), natural hazard disclosure (NHD), structural pest control report (and possible clearance), home inspection report, well water report and a septic tank report. [See Form 107 accompanying this chapter]

Once the cost sheet is signed by the seller, the agent can then prepare and deliver various authorization requests to third-party service providers to deliver the mandated reports. [See Form 133 accompanying this chapter; see **first tuesday** Forms 124-136]

The reports will become part of the listing agent's *marketing package* for the sale of the listed property. The agent is aware the best way to market property and expose it to a prospective buyer who will actually enter into a purchase agreement without further negotiations prior to the close of escrow is to fully disclose the condition of the property when first dealing with the buyer.

Staging to set the buyer's expectations

Also, a **buyer's expectations** about the property are legally established based on his impression of the property at the time he enters into a purchase agreement, not later after the price has been set, escrow opened and the true condition of the property revealed to the buyer for the first time. [**Jue v. Smiser** (1994) 23 CA4th 312]

	LISTING PACKAGE COST SHEET <u>Due Diligence Checklist</u>																																																																																							
Prepared by: Agent _____ Broker: _____		Phone: _____ Email: _____																																																																																						
DATE: _____, 20_____, at _____, California. <i>Items left blank or unchecked are not applicable.</i>																																																																																								
<p>1. FACTS:</p> <p>1.1 This is an addendum to an employment agreement referred to as a Seller's Listing Agreement [See ft Form 102]</p> <p>1.2 <input type="checkbox"/> of same date, or dated _____, 20_____, at _____, California,</p> <p>1.3 entered into by _____, as the Broker, and _____, as the Seller,</p> <p>1.4 regarding real estate referred to as _____,</p> <p>1.5 for a period beginning on _____, 20_____ and expiring on _____, 20_____.</p>																																																																																								
<p>2. BROKER'S DISCLOSURE AND PERFORMANCE:</p> <p>2.1 The items listed below with estimated costs constitute a disclosure of the reports and activities Seller can reasonably expect will be required to either bring about or close a transaction under the employment agreement, and if acquired early, will assist Broker to provide prospective buyers with property information Broker anticipates he will need to effectively perform under the employment agreement.</p> <table style="width: 100%; border-collapse: collapse;"> <tbody> <tr> <td style="width: 10%;">a.</td> <td>Natural hazard disclosure report</td> <td style="width: 10%;">\$ _____</td> </tr> <tr> <td>b.</td> <td>Local ordinance compliance certificate</td> <td>\$ _____</td> </tr> <tr> <td>c.</td> <td>Structural pest control report and <input type="checkbox"/> clearance</td> <td>\$ _____</td> </tr> <tr> <td>d.</td> <td>Smoke detector and water heater anchor installation</td> <td>\$ _____</td> </tr> <tr> <td>e.</td> <td>Property (Home) inspection report</td> <td>\$ _____</td> </tr> <tr> <td>f.</td> <td>Association (CID) documents charge</td> <td>\$ _____</td> </tr> <tr> <td>g.</td> <td>Lead-based paint report</td> <td>\$ _____</td> </tr> <tr> <td>h.</td> <td>Mello-Roos assessment notice</td> <td>\$ _____</td> </tr> <tr> <td>i.</td> <td>Listing (transaction) coordinator's fee</td> <td>\$ _____</td> </tr> <tr> <td>j.</td> <td>Well water quality and quantity report</td> <td>\$ _____</td> </tr> <tr> <td>k.</td> <td>Septic/sewer report</td> <td>\$ _____</td> </tr> <tr> <td>l.</td> <td>Soil report</td> <td>\$ _____</td> </tr> <tr> <td>m.</td> <td>Survey of property (civil engineer)</td> <td>\$ _____</td> </tr> <tr> <td>n.</td> <td>Appraisal report</td> <td>\$ _____</td> </tr> <tr> <td>o.</td> <td>Architectural (floor) plans</td> <td>\$ _____</td> </tr> <tr> <td>p.</td> <td>Title report: <input type="checkbox"/> property profile, <input type="checkbox"/> preliminary report, <input type="checkbox"/> abstract</td> <td>\$ _____</td> </tr> <tr> <td>q.</td> <td>MLS and market session input fees</td> <td>\$ _____</td> </tr> <tr> <td>r.</td> <td>Sign deposit or purchase, installation and removal</td> <td>\$ _____</td> </tr> <tr> <td>s.</td> <td>Advertising in newspapers, magazines, radio or television</td> <td>\$ _____</td> </tr> <tr> <td>t.</td> <td>Information flyers and postage (handout or mailing)</td> <td>\$ _____</td> </tr> <tr> <td>u.</td> <td>Open house — food and spirits</td> <td>\$ _____</td> </tr> <tr> <td>v.</td> <td>Photos or video of the property</td> <td>\$ _____</td> </tr> <tr> <td>w.</td> <td>Credit report on prospective buyer</td> <td>\$ _____</td> </tr> <tr> <td>x.</td> <td>Travel expenses</td> <td>\$ _____</td> </tr> <tr> <td>y.</td> <td>Other _____</td> <td>\$ _____</td> </tr> <tr> <td>z.</td> <td>Other _____</td> <td>\$ _____</td> </tr> <tr> <td>2.2</td> <td>TOTAL ESTIMATED COSTS</td> <td style="text-align: right;">\$ 0.00</td> </tr> <tr> <td>2.3</td> <td colspan="3"><input type="checkbox"/> Broker is hereby authorized and instructed to incur on behalf of Seller the cost estimated above.</td> </tr> </tbody> </table>				a.	Natural hazard disclosure report	\$ _____	b.	Local ordinance compliance certificate	\$ _____	c.	Structural pest control report and <input type="checkbox"/> clearance	\$ _____	d.	Smoke detector and water heater anchor installation	\$ _____	e.	Property (Home) inspection report	\$ _____	f.	Association (CID) documents charge	\$ _____	g.	Lead-based paint report	\$ _____	h.	Mello-Roos assessment notice	\$ _____	i.	Listing (transaction) coordinator's fee	\$ _____	j.	Well water quality and quantity report	\$ _____	k.	Septic/sewer report	\$ _____	l.	Soil report	\$ _____	m.	Survey of property (civil engineer)	\$ _____	n.	Appraisal report	\$ _____	o.	Architectural (floor) plans	\$ _____	p.	Title report: <input type="checkbox"/> property profile, <input type="checkbox"/> preliminary report, <input type="checkbox"/> abstract	\$ _____	q.	MLS and market session input fees	\$ _____	r.	Sign deposit or purchase, installation and removal	\$ _____	s.	Advertising in newspapers, magazines, radio or television	\$ _____	t.	Information flyers and postage (handout or mailing)	\$ _____	u.	Open house — food and spirits	\$ _____	v.	Photos or video of the property	\$ _____	w.	Credit report on prospective buyer	\$ _____	x.	Travel expenses	\$ _____	y.	Other _____	\$ _____	z.	Other _____	\$ _____	2.2	TOTAL ESTIMATED COSTS	\$ 0.00	2.3	<input type="checkbox"/> Broker is hereby authorized and instructed to incur on behalf of Seller the cost estimated above.		
a.	Natural hazard disclosure report	\$ _____																																																																																						
b.	Local ordinance compliance certificate	\$ _____																																																																																						
c.	Structural pest control report and <input type="checkbox"/> clearance	\$ _____																																																																																						
d.	Smoke detector and water heater anchor installation	\$ _____																																																																																						
e.	Property (Home) inspection report	\$ _____																																																																																						
f.	Association (CID) documents charge	\$ _____																																																																																						
g.	Lead-based paint report	\$ _____																																																																																						
h.	Mello-Roos assessment notice	\$ _____																																																																																						
i.	Listing (transaction) coordinator's fee	\$ _____																																																																																						
j.	Well water quality and quantity report	\$ _____																																																																																						
k.	Septic/sewer report	\$ _____																																																																																						
l.	Soil report	\$ _____																																																																																						
m.	Survey of property (civil engineer)	\$ _____																																																																																						
n.	Appraisal report	\$ _____																																																																																						
o.	Architectural (floor) plans	\$ _____																																																																																						
p.	Title report: <input type="checkbox"/> property profile, <input type="checkbox"/> preliminary report, <input type="checkbox"/> abstract	\$ _____																																																																																						
q.	MLS and market session input fees	\$ _____																																																																																						
r.	Sign deposit or purchase, installation and removal	\$ _____																																																																																						
s.	Advertising in newspapers, magazines, radio or television	\$ _____																																																																																						
t.	Information flyers and postage (handout or mailing)	\$ _____																																																																																						
u.	Open house — food and spirits	\$ _____																																																																																						
v.	Photos or video of the property	\$ _____																																																																																						
w.	Credit report on prospective buyer	\$ _____																																																																																						
x.	Travel expenses	\$ _____																																																																																						
y.	Other _____	\$ _____																																																																																						
z.	Other _____	\$ _____																																																																																						
2.2	TOTAL ESTIMATED COSTS	\$ 0.00																																																																																						
2.3	<input type="checkbox"/> Broker is hereby authorized and instructed to incur on behalf of Seller the cost estimated above.																																																																																							

----- PAGE TWO OF TWO — FORM 107 -----

3. PAYMENT OF COSTS:

- 3.1 Seller agrees to pay, on presentation of a billing, those costs estimated above and incurred by Broker.
- 3.2 Broker agrees to incur the expenses of the estimated costs set out and authorized in §2.3 during the first 21 days of the employment and to timely pay the charges. Seller agrees to reimburse Broker for the costs Broker incurs, IF:
- a. Seller closes a transaction which is the subject of the employment agreement;
 - b. Seller terminates the employment agreement by cancellation or by conduct before it expires; or
 - c. Seller retains another Broker on the expiration of the employment agreement to pursue a transaction which is the subject of the employment agreement with Broker.
- 3.3 Costs paid by Seller under this addendum shall be credited toward any contingency fee earned by Broker upon closing a transaction which is the subject of the employment agreement.
- 3.4 Seller herewith hands Broker a deposit of \$_____ as an advance for the payment of costs incurred by Broker on behalf of Seller as estimated above.

4. TRUST ACCOUNT: (To be filled out only if a deposit is entered at §3.4 above.)

- 4.1 Broker will place the advance cost deposit received under §3.4 above into his trust account maintained with _____
at their _____ branch.
- 4.2 Broker is authorized and instructed to disburse from the trust account those amounts required to pay and satisfy the obligations incurred as agreed.
- 4.3 Within 10 days after each calendar month, or quarter, and upon termination of this agreement, Broker will deliver to Seller a statement of account for all funds withdrawn from the advance cost deposit handed Broker under §3.4 above.
- 4.4 Each statement of account delivered by Broker shall include no less than the following information:
- a. The amount of the advance cost deposit received.
 - b. The amount of funds disbursed from the advance cost deposit.
 - c. An itemization and description of the obligation paid on each disbursement.
 - d. The current remaining balance of the advance cost deposit.
 - e. An attached copy of any advertisements paid from the advance cost deposit since the last recorded accounting.
- f. _____

- 4.5 On termination of this agreement, Broker will return to Seller all remaining trust funds.

I agree to the terms stated above.

Date: _____, 20_____

Broker's name: _____

DRE #: _____

By: _____

Phone: _____ Cell: _____

Email: _____

I agree to the terms stated above.

Date: _____, 20_____

Seller's name: _____

Seller's name: _____

Seller's Signature: _____

Seller's Signature: _____

Phone: _____ Cell: _____

Email: _____

Here, the owner has to make a choice as to when he will incur the **expense of third-party reports**, be it:

- **now**, when he lists the property for sale, so a purchase agreement entered into with a prospective buyer has a greater likelihood of closing due to the prior delivery of the reports to avert claims of deception about the property's existing condition; or
- **later**, after entering into a purchase agreement with a buyer who has already developed expectations about the property which will probably differ from the reports and, unless the owner repairs the defects or adjusts the price, will likely result in the buyer canceling the purchase agreement or closing escrow and demanding a return of the overpayment in price or the cost incurred for repairs. [Jue, *supra*]

The listing agent meets with the owner to review the listing agreement and its addenda. The cost sheet is presented as an integral part of the agent's **marketing plan** to attract buyers willing to buy the property based on their full knowledge of its condition. The disclosures provide a *competitive sales advantage* over other apparently qualified properties which are marketed without reports to corroborate their condition.

Also, agents representing buyers are attracted to properties offered with all investigative third-party reports handed to them in a complete **listing package** (marketing package). With this package, property disclosures made to buyers through the use of third-party **reports reduce**:

- the seller's exposure to liability under his duty to fully disclose his actual knowledge of the property's condition [Calif. Civil Code §1102.4]; and
- the listing agent's exposure to liability under his duty to personally inspect, observe and report his findings about a property's condition. [CC §2079]

Also, closing escrow on the purchase agreement will not be subject to the buyer's further-approval of the property conditions when all reports are delivered to the prospective buyer prior to entering into a purchase agreement.

The primary marketing advantage for the owner who provides prospective buyers with third-party reports is that the sale of the property is *transparent* at its inception. The price agreed to in the purchase agreement is based on property conditions "as disclosed" by the reports.

Avoided is the undisclosed (and prohibited) "as is" sale which leads inevitably to price renegotiations, repairs, or worse yet for all, cancellation of the purchase agreement or litigation for failing to disclose facts about material defects known when the purchase agreement was accepted. [CC §§1102.1, 2079]

Owner's motivation to sell

An owner's reaction to a listing agent's request for the owner to participate in an advantageous marketing plan by incurring the costs of property reports up front offers the agent an insight into the extent of the owner's motivation to sell the property. The agent's goal, besides getting a listing, is to encourage and receive maximum cooperation from the owner in the sales effort.

	AUTHORIZATION TO PROVIDE SERVICES		
General Services			
Prepared by: Agent _____ Broker _____		Phone _____	Email _____

DATE: _____, 20 _____. Prepared by _____.

TO:

Company name _____
ATTN _____
Address _____

Phone _____ Cell _____
Email _____

FROM BROKER:

Agent's name _____ DRE #: _____
Broker's name _____ DRE #: _____
Address _____

Phone _____ Cell _____
Email _____

1. Property address _____.

1.1 Type of property:

- single family residence, condo unit, two-to-four residential units,

2. Owner's name _____
Address _____

Home Phone _____ Cell Phone _____

Work Phone _____ Extension _____

3. Please provide the following services: _____

4. Should you need a contract to be executed before rendering your services, it will be entered into by
 Owner, Buyer, or Agent/Broker.

Name _____

Address _____

Phone _____

5. Should you need to access the property to provide your services, your contact for access will be
 Agent/Broker, or Owner.

6. The fee for your services will be paid by Owner, Buyer, or Agent/Broker.

6.1 Please submit the billing as follows:

- a. To Agent/Broker for payment in full on completion of your services and, if applicable, delivery of any reports or documents.

- b. To Escrow, for payment on the closing of the pending sale.

Escrow company _____

Escrow office _____

Escrow number _____

Address _____

Phone _____ Fax _____

6.2 It is anticipated the amount of the fee for your services will be \$ _____.

Submitting Agent's Signature: _____

An owner can “dress up” the property and enhance its “curb appeal” by cosmetic painting, landscaping and clean up. However, it is a **property’s fundamentals** which generate firm offers to purchase. It is to this end the owner is asked not only to list the property, but to be enthusiastic about disclosing the property’s fundamentals to prospective buyers at the **earliest opportunity**.

However, the owner’s motivation to sell may have more to do with his lack of available cash for loan payments than his desire to incur the cost of the reports needed to properly market the property. In the case of a financially distressed owner who is unwilling or unable to obtain expert third-party reports, the listing comes with a significant increase in the listing agent’s risk of losing a sale due to a buyer’s disapproval of contingencies involving in-escrow disclosures.

Also, an owner may not want to disclose the condition of the property until after he accepts a purchase agreement offer from a buyer. He will then make only those concessions necessary to keep the transaction together, or resell the property to a competing back-up buyer who has been fully informed about the property’s condition. Such conduct by an owner is deceitful.

Here, the owner knows something fundamental about the property which negatively affects its value and he does not want to tell the buyer before entering into a purchase agreement. He would rather wait to make disclosures after the buyer has committed himself to purchase the property, a type of intentional seller fraud.

The best time for the listing agent to present the owner with the cost sheet is when the listing is entered into. The owner who really wants to sell and not just “test his price” in the market will respond in a positive manner to the agent’s advice. If the owner’s response is negative, the owner’s intentions to quickly enter into a sales transaction with a likelihood of closing are probably suspect.

The owner’s negative response to making property disclosures at the earliest opportunity is an indicator of the level of future cooperation in marketing, contracting to sell and closing an escrow which the agent can expect to encounter from the owner.

Brokerage fee considerations

The amount of the brokerage fee sought by a listing agent on a property is implicitly related to:

- the price sought by the owner of the property;
- the time and effort the agent will spend servicing the listing; and
- the probability of actually locating a buyer and closing a sale.

After analyzing these implications, it is the likelihood the property will sell and the broker will receive a fee that causes a broker to agree to a listing in the first place, on terms and for a fee which are reasonable under the circumstances.

Consider a broker who requires his agents to attach a cost sheet to all listings. By including the addendum, the owner will (or will not) authorize the listing agent to order out reports needed to more effectively market the property and screen prospective buyers. The broker requires the cost sheet addendum to increase the productivity of his agents. Property reports reduce the time spent closing a purchase agreement since the purchase agreement has been **preceded by disclosures**, rather than the reverse order of events.

As part of the listing agent's brokerage fee negotiations, the agent is instructed by his broker to get the owner to authorize the immediate purchase of the necessary reports. If the owner concedes the reports are necessary, but wants to wait until a buyer is located, the listing agent might then negotiate terms to acquire the immediate authority to order reports.

As an economic inducement, the broker, through his agent, might offer to **offset the fee** earned on a sale by the amount of the cost of the reports. The broker should never agree to pay the cost of any corrective work undertaken on the owner's property, unless to settle a dispute which exposes the broker to liability. [See Form 107 §3.3]

Alternatively, a reduction in the brokerage fee by one-quarter to one percent, or more, might be offered to induce the owner to assist in the marketing process by paying for the reports now. The reduced fee would reflect the greater likelihood of a successful closing of a sale, devoid of complications before or after closing.

Thus, the fee ultimately agreed to reflects:

- the reduced time and effort necessary to service the listing;
- the reduced risk of loss of the time, effort and money invested in the listing by the broker and the listing agent; and
- a more effective marketing plan, which, on average, will produce more transactions annually for the broker.

Making a sales transaction more transparent for buyers always rewards the brokers and agents for their professionalism in this and future transactions.

Requesting authority

When preparing the cost sheet authorizing the agent to incur the cost for marketing reports, cost estimates will be entered for items which will ultimately be required to close a sale.

An owner who refuses to incur the cost of third-party reports on the sale of his property needs to be advised that a prudent buyer will incur them on the advice of the buyer's agent. In turn, the buyer will inevitably use the reports against the owner as a "punch list" for demanding repairs and replacements to be completed before the buyer will close escrow.

Thus, for an owner selling property, it is best to get the reports sooner rather than later. The same holds true for implementing the listing agent's marketing plan for the property.

It is worth noting that none of the listed items on the cost sheet are part of the broker's overhead for maintaining a brokerage office. All the **costs listed**, if incurred, are related solely to establishing the **condition of the property** listed, marketed and sold. They are incurred to establish the condition of the owner's property, not to pay for the services of the broker and the listing agent. Thus, the cost rightly should be paid by the owner and not borne by the broker or the listing agent.

Further, since the reports are of assistance to the listing agent in the marketing of the property, the costs should be incurred by the owner at the time of the listing. Thus, the reports would be received before the listing agent puts the property on the market. It is always helpful to know the nature and condition of the property you are marketing since the knowledge reduces omissions and misstatements. [Jue, *supra*]

Occasionally, a reticent broker or agent will entertain the thought that some brokers do not ask owners for authority to order reports before a property is sold. And since the competition doesn't ask, why should they ask, lest they lose listings to other brokers by asking owners to spend money on property reports. One supposes these reticent brokers and listing agents should then themselves advance the cost of these reports in the hope the property will sell and they receive a fee to cover their advances.

Business cycles in real estate sales may also influence a broker's desire to request authorization to obtain property reports for a listing package. During periods of rising prices, disclosures seem less likely to occur as sellers become greedy and demanding while buyers are anxious and permissive. Both sellers and buyers drop their guard in a deliberate effort to meet their objectives.

Brokers and their agents are too often accommodating of the lax disclosure environment. The failures only lay dormant until the next recession when the inevitable drop in property values bring some of the failures to litigation.

Conversely, during periods of decreased sales volume with buyers more selective and buyer's agents increasingly more protective of their clients, the owner will have to step forward to fund the cost of reports in order to "sell" the property. The listing agent with property reports in hand has a better listing package, and thus a better disclosed and more certain set of property conditions than competing, under-disclosed properties.

When to pay

When filling out the cost sheet, an owner has choices as to when and how he will pay for the cost of the reports.

The owner may agree to pay the charges directly to the third-party vendors when billed, in which case the agent coordinates the arrangements for payment with the vendors. While the owner's check is payable to the vendor, not the broker, if it is handed to the listing agent for delivery to the vendor, the check constitutes *trust funds* which require an entry in the trust fund ledger maintained by the listing agent's broker. [See Form 107 §3.1]

On the other hand, the owner may deposit the estimated cost of the reports with the broker by making the check payable to the broker, called *advance costs*. The broker would then pay the charges from the deposit when billed by the reporting service. [See Form 107 §3.2]

Advance costs as trust funds

Funds advanced by a client directly to a broker belong to the client.

The broker must place all advance deposits received in the broker's name in a trust account, whether they are advances for future costs or fees. [Calif. Business and Professions Code §10146]

The cost sheet authorizes the broker to disburse the client's funds from the trust account only as costs are incurred.

When the listing terminates, the broker must return all remaining trust funds to the client. The broker cannot use trust funds to offset any fees the client still owes him.

At least every calendar quarter, the broker must give the client a statement accounting for all funds held in trust. A monthly mailing of a copy of the client's trust account ledger would create a better business relationship.

A final accounting must be made when the listing agreement expires. Again, if any funds remain in trust, they must be returned to the client with this accounting. [Bus & P C §10146]

The **statement of account** for the trust funds must include the following information:

- the amount of the **deposit** toward advance costs;
- the amount of each **disbursement** of funds from the trust account;
- an itemized **description** of the cost obligation paid on each disbursement;
- the current remaining **balance** of the advance cost deposit; and
- an attached copy of any **advertisements** paid for from the advance cost deposit.

Lastly, the broker must keep all accounting records for at least three years and make them available to the Department of Real Estate (DRE) on request. [Bus & P C §10148]

A broker who fails to place those advance deposits payable to the broker in his trust account, or who later fails to deliver proper trust account statements to his client, is **presumed** to be guilty of *embezzlement*. [**Burch v. Argus Properties, Inc.** (1979) 92 CA3d 128]

Chapter 14

“For Sale” sign regulations

This chapter discusses a property owner’s right to display signs advertising his property “For Sale”.

Property owners can display

Consider an owner of a residential unit in a common interest development (CID), such as a condominium project, who places a “For Sale” sign in the window of his unit.

A neighbor in the project complains about the sign to the homeowners’ association (HOA) which manages the project. In response, the HOA makes a demand on the owner to remove the sign claiming the sign is a violation of the conditions, covenants and restrictions (CC&Rs) controlling conduct in the project.

Can an owner place a “For Sale” sign in the window of his unit where it can be seen by others when the display is in violation of the HOA’s CC&Rs or policy statements?

Yes! Owners of real estate and their brokers have the right to display “For Sale” signs of reasonable dimension and design on their property, or on property owned by others if they have their **consent**, in spite of title restrictions in the CC&Rs. [Calif. Civil Code §712]

The “For Sale” sign displayed on the property being sold by the owner or his agents, or displayed on other private property with that owner’s consent, may contain:

- advertising stating the property is for sale, lease or exchange;
- directions to the property;
- the owner’s or agent’s name; and
- the owner’s or agent’s address and telephone number.

However, the sign or location of a “For Sale” sign must not adversely affect public safety or impede the safe flow of vehicular traffic.

Further, any local governmental ordinance which attempts to **bar or unreasonably restrict** the placement of a real estate “For Sale” sign on the property for sale, or private property owned by others who have consented to the placement of a directional “For Sale” sign on their property, is unenforceable. [CC §713]

Reasonably located on-site signs

“For Sale” signs may be reasonably located in plain view for the public to observe. [CC §§712, 713]

For example, in a CID, the boundaries of a unit owned as the separate interest of a member of the CID are the walls, windows, floors and ceilings. If the CC&Rs of the CID do not state otherwise, the interior surface of the perimeter walls, floors, ceilings, windows, doors, outlets and airspace located within a unit are considered the owner’s separate interest. All other portions of the walls, floors, ceilings and real estate are part of the common area maintained and managed by the HOA. [CC §1351(l)]

Thus, the owner is entitled to display a “For Sale” sign on the **interior side** of the window of his condominium unit. The interior side of the window belongs to the owner and placing of the sign in the window is reasonable.

However, if the owner seeks to display the sign on the exterior wall or ground area surrounding his unit, the owner must obtain the permission of the HOA since the exterior walls and ground area are part of the common area, **owned by others**, specifically, the undivided ownership interest held by all the owners of units in the CID or the HOA. [CC §712]

Reasonable restrictions

Now consider a city which prohibits the display of all “For Sale” signs to stop perceived white-flight from a racially integrated city.

A property owner and his listing agent claim the ban is an unconstitutional interference with real estate sales, called a *restraint on alienation*, and violates the owner’s freedom of speech.

The city claims the sign prohibition is constitutional since it does not prohibit other ways in which to advertise property for sale, only those advertisements located on the property.

Is the city ordinance a reasonable restriction on the display of “For Sale” signs?

No! Prohibiting the display of “For Sale” signs is a violation of the First Amendment freedom of speech right since other methods of advertising real estate for sale are less effective and the ordinance prohibits the free flow of truthful commercial information. [**Linmark Associates, Inc. v. Township of Willingboro** (1977) 431 US 85]

Further, cities and counties may not prohibit the placement of “For Sale” signs on private property, be it the property to be sold or property owned by others who consent to a directional sign being placed on their property. However, government agencies may determine the location, shape and dimensions of “For Sale” signs to ensure the signs do not affect public safety, including traffic safety. [CC §713]

Cities and counties restrict the display of “For Sale” signs on private property through ordinances, nuisance laws or building requirements. Restrictions may vary between residential and industrial zones, and among cities. Copies of “For Sale” sign ordinances controlling their use on private property are available through the city and county planning departments.

Additionally, HOAs cannot prohibit owners of units in a CID from displaying “For Sale” signs within the owner’s separately owned land areas if the sign complies with state law and local ordinances. [CC §712]

A copy of a HOA’s governing documents and CC&Rs controlling the dimensions and design of “For Sale” signs are available from the HOA.

Signs on right-of-ways and alongside public highways

The display or placement of a “For Sale” sign on a private or public right-of-way, such as roadways, may be limited or regulated by local government agencies. [CC §713]

Further, a directional sign advertising real estate for sale, lease or exchange that is located on property other than the property advertised for sale and visible from a highway which is subject to the federal

Highway Beautification Act requires a **special permit** be obtained from the Director of Transportation of the State of California before the sign may be erected. [Calif. Business and Professions Code §§5200 et seq.]

Locating signs off-site

Consider an agent who, on behalf of a seller of real estate, advertises the seller’s property by placing a directional “For Sale” sign on a neighbor’s property without first obtaining the neighbor’s permission.

The neighbor discovers the “For Sale” sign on his property and removes it. However, the seller’s agent continues to replace the sign on weekends without permission from the neighbor.

Does the neighbor have recourse against the agent?

Yes! Placing a sign on private property without the **property owner’s permission** is a misdemeanor public nuisance. Preventing a public nuisance is the responsibility of local government authorities on a complaint from the owner who does not consent to the placement of directional signs. [Calif. Penal Code §§556.1, 556.3]

Further, if a property owner or a real estate agent places a “For Sale” or a directional sign on public property without permission, such as on a sidewalk right-of-way or at the curbside, the placement is also a misdemeanor public nuisance. [Pen C §556]

Cities and counties often refuse or severely limit the granting of permission for placement of “For Sale” signs on public property, such as street corners, choosing to strictly enforce the penalties allowed by the California Penal Code. [Pen C §556]

When government agencies do allow “For Sale” signs, they are usually by a special permit and payment of use fees, and allowed only for the sale of parcels in a subdivider’s development.

Mobilehomes

A mobilehome owner can place a “For Sale” sign:

- in the window of his mobilehome; or
- outside the mobilehome facing the street.

Signs posted outside of the mobilehome can be of an H-frame or A-frame design and must face the street, but cannot extend into the street. [CC §798.70]

Signs in mobilehome parks may be up to 24 inches wide and 36 inches high, and may contain the name, address and telephone number of the mobilehome owner or the owner’s agent.

The right to display mobilehome “For Sale” signs extends to brokers, joint tenants, heirs or a representative of a mobilehome owner’s estate who acquires ownership of a mobilehome on the owner’s death.

Also, mobilehome owners and their agents can display an “open house” sign in the same locations as “For Sale” signs, if the mobilehome park does not prohibit open house signs.

Tubes or holders for leaflets with information on the mobilehome being advertised may be attached to either the “For Sale” sign or to the mobilehome. [CC §798.70]

Chapter 15

Operating under a buyer's listing

This chapter examines the benefits accruing to a buyer and his broker when they enter into an employment agreement authorizing the broker and his agents to act on behalf of the buyer to locate property.

A prerequisite to representation

Most brokers have come to the realization that a signed buyer's listing agreement is the **minimum commitment** necessary from a buyer to produce the maximum financial return for the time, effort and money brokers and their agents invest when assisting buyers as their representative in negotiations.

A buyer's agent need not and should not require a lesser commitment from a buyer than a listing agent requires from a seller for his services. A buyer's brokers needs to assure himself he will be paid a fee for his services before commencing efforts to locate qualifying properties for a buyer.

To accomplish this level of **financial certainty**, a buyer's broker must enter into a written employment agreement with a prospective buyer, called a *buyer's exclusive right-to-buy listing agreement*. [See Form 103 accompanying Chapter 16]

A buyer who refuses to enter into a written listing agreement provides the broker and his agent with a clear understanding that this buyer does not want a representative. What this unlisted buyer wants is someone to act as a **locator** or **finder** of properties without any entitlement to the collection of compensation for the assistance.

An agent who actually assists a buyer who refuses the agent's solicitation to enter into a listing agreement will soon discover the buyer has turned to a friend or relative who is licensed to submit an offer on the property. Alternatively, the buyer may simply submit an offer directly to the listing agent or seller himself.

Without the buyer's written promise to pay a fee, the buyer's broker will not be entitled to receive a fee should the buyer acquire property by "going around" the broker. No fee has been earned which is collectable from anyone, unless a fee-sharing agreement exists with the listing broker registering the buyer's name. [See **first tuesday** Form 105]

More importantly, it is unreasonable for a broker and his agent to expect to receive a fee, no matter who is to pay it, for working with a buyer who acquires property located and presented to him by them, unless the broker has been retained under a written employment agreement with the buyer. [**Phillipe v. Shapell Industries, Inc.** (1987) 43 C3d 1247]

The fee-payment bargain

When an agent solicits employment by a prospective buyer of real estate with the intent of generating fees for his broker, and in turn for himself, various working relationships and compensation arrangements may be struck with the buyer.

Some arrangements for the payment of fees are at best tenuous, especially when the buyer's agent fails to obtain any fee commitment from the buyer, oral or written. Others are astutely built on written prom-

ises, signed by the buyer and broker, which call for payment of a fee should the buyer acquire property. Writings, by their nature, are intended by all who enter into them to be enforced, such as a signed buyer's listing calling for payment of a fee when the buyer's objective of acquiring property is met.

Here are several situations which demonstrate the various likelihoods of **collecting a fee** for assisting a buyer:

1. *No listing exists.* Neither the seller nor the buyer have employed a broker. Typically, the real estate involved is other than an owner-occupied residential property. Also, the seller is usually an experienced real estate investor, subdivider, land speculator, REO lender or other well-seasoned owner who is capable of negotiating a real estate transaction without representation.

The buyer is usually as experienced as the seller, being a builder, developer, syndicator, professional real estate investor or speculator, but may also be an inexperienced buyer of real estate who believes he possesses the business acumen needed to handle the real estate negotiations by himself. Thus, all the principals feel they do not need a broker to represent them and negotiate the sale or purchase of properties. However, they do need someone or some medium to bring them together as a match.

Editor's note — It is this class of buyer who occasionally induces a broker or sales agent to bring properties to their attention. What the buyer lacks, and seeks to get from anyone willing to act, is a locator or finder who will bring him qualifying properties. If asked, the buyer will always orally assure the broker or sales agent their fee will be protected. Unlisted sellers are more blunt, telling the agent to simply bring them offers.

2. *"A one-shot" seller's listing exists.* A buyer is willing to make an offer through the agent who brought a property to the buyer's attention. Both the seller and buyer are typically sophisticated principals.

Here, the agent fails to ask the buyer to enter into an exclusive right-to-buy listing. Obliquely, the agent solicits and obtains a "one-shot" right-to-sell listing from the seller before the agent will submit the buyer's offer to the seller. The seller's listing contains a promise to pay a fee. Sometimes the separate fee agreement is the one intended to accompany the offer, which is neither identified nor yet submitted.

This brokerage situation comes about primarily because the purchase agreement the agent is told to use does not include a fee provision requiring someone to pay a fee should the buyer eventually acquire the property.

Here, the buyer is not solicited to agree to pay a fee under a buyer's listing and the broker has mistakenly instructed his agent to list the seller before submitting an offer.

3. *Customer turned client.* An agent of a broker with several listed properties is contacted by a prospective buyer. The buyer is exposed to all the "in-house" listings, none of which are suitable or of interest to the buyer. Having exhausted the in-house inventory of listings, the agent can either see the buyer off or make arrangements with the buyer to look into qualifying properties listed by other brokers or into unlisted properties For Sale By Owners (FSBOs), and when located, present them to the buyer.

If the buyer agrees to allow the agent to locate qualifying properties, the agent must ask the buyer to sign a buyer's listing agreement if his broker is to be assured payment of a fee when the buyer acquires property. If the buyer refuses to enter into a buyer's listing, the agent might still proceed to assist the buyer to locate property.

Should the buyer later make an offer prepared by the agent, a purchase agreement form must be used which places the fee provision in the body of the buyer's offer if the agent is to protect his fee.

On failing to obtain a signed listing, the buyer's agent should enter into a fee-sharing arrangement with the listing office for the property specifically naming (registering) the prospective buyer so the time and effort of the buyer's agent is protected should the buyer "go around" the agent and acquire the property. [See **first tuesday** Form 105]

4. *A buyer's listing agreement exists.* An agent's broker is employed in writing under a signed exclusive right-to-buy listing agreement to represent the buyer by locating and negotiating the purchase of suitable property of the type sought by the buyer.

A seller of suitable property may or may not have signed a seller's listing agreement with another broker. Either way, the buyer's broker controls the amount and destiny of the fee he is to be paid when his buyer buys.

Providing expertise without a writing

One should sense, on a review of the four basic fee arrangements available to buyer's brokers and their agents, that the lack of a written fee agreement with a buyer when representing the buyer is a failure to exercise prudent judgment in the management of a brokerage business.

Yet many buyer's agents fail to ask their buyer for a written commitment to assure payment of a fee on the buyer's purchase of property. Occasionally, buyer's agents are inexplicably willing to work for a buyer who, when asked, refuses to enter into a buyer's listing agreement.

Consider a real estate agent who is fairly knowledgeable about subdividable and developable land for the construction and sale of single-family residences. Most of the parcels of land known to the agent are not listed since the sellers are experienced speculators and investors who will not enter into employment contracts with brokers, be they open, exclusive agency or exclusive right-to-sell employment agreements.

The agent contacts prospective buyers. One is a builder who expresses an interest in acquiring land for development. The agent tells the buyer he expects a 10% brokerage fee should the buyer acquire any of the properties presented to him. The buyer agrees he will pay the fee, or see to it that the seller pays the fee. When asked, the buyer refuses to sign a buyer's listing agreement.

Undeterred, the agent exposes the builder to numerous parcels, one of which the builder would like to acquire. The agent assists in the builder's due diligence investigation, gathering significant portions of the data on the property. Correspondence during the due diligence investigation, signed and sent by the agent, reminds the builder of his obligation to pay or protect the 10% brokerage fee if he acquires the property. The builder never once mentions the fee in any of his correspondence to the agent (or in writings to anyone else).

The builder, having had contact with the seller during the initial due diligence investigation, prepares his own purchase agreement offer and submits it directly to the seller. A fee provision is not included in the purchase agreement. The transaction is closed and the agent's broker does not receive a fee.

The broker makes a demand on the builder for payment of the promised fee, which the builder now refuses to pay. The builder claims the broker cannot enforce a promise to pay a brokerage fee unless the buyer who made the promise has signed a writing evidencing his promise to do so.

The broker claims a writing is not necessary to document the builder's promise to pay a fee since the builder induced the broker's agent to enter into an agency relationship with the builder, which the agent faithfully and fully performed. Further, the builder relied on the agent's services with the deceitful intent of benefitting from the services and acquiring the property without payment of a fee.

Can the broker enforce collection of the fee?

No! All **promises to pay** or assurances of the payment of a brokerage fee on a real estate transaction are required by the Statute of Frauds to be reduced to a writing signed by the person who agreed a fee would be paid, regardless of whether the fee would be paid by that person or by another party to the transaction. [Phillippe, *supra*]

Here, the dilemma the broker and his agent face when a buyer refuses to sign a buyer's listing agreement, be it an open or exclusive listing, is the decision to either:

- **terminate the solicitation** of employment by this buyer and locate other buyers willing to agree in writing to pay a fee for the broker's and agent's valuable services; or
- **undertake the representation** of the buyer and hope to finesse the inclusion of a fee provision in a purchase agreement offer should one be prepared by the broker and signed by the buyer.

The agent chose the second approach and lost. The unlisted buyer prepared his own offer and "went around" the agent and his broker.

Buyer's agent lists the property

In an example of a "one-shot" listing, an agent for a broker assists a prospective buyer who wants to acquire nonresidential income property. The agent does not ask the buyer to sign an employment agreement since the agent (mistakenly) believes he may only contract with sellers or listing brokers regarding the payment of his fee.

Further, the agent's broker requires the agent to use purchase agreement forms which fail to include fee provisions in the body of the buyer's offer. Thus, the buyer's agent is left to negotiate the fee arrangements with the seller (or the seller's broker), rather than arranging with the buyer through a provision in the buyer's offer to set the amount the seller will pay.

A seller of real estate who has not listed his property for sale has released information on the property's income and physical condition with the understanding he will "cooperate with brokers" by paying a brokerage fee to any broker who **produces a prospective buyer** who purchases the property.

The buyer's agent brings the property to the attention of his prospective buyer, along with several other properties available for purchase. After further investigation on behalf of the buyer, the seller's property appears suitable for acquisition by the buyer.

However, before preparing a purchase offer for the buyer to sign, the agent believes (or is instructed by his broker) that before submitting an offer, he must first obtain a written fee agreement signed by the seller which employs the broker (and thus himself) so payment of a fee is assured.

As a result, the buyer's agent solicits the seller to sign a "one-day" or "one-shot" listing. The agent does not inform the seller of his efforts as a buyer's agent spent locating property on behalf of the prospective buyer, although an agency law disclosure is attached to the listing.

The seller agrees to the "one-shot" listing and signs a listing agreement prepared by the agent. On obtaining the listing, the agent prepares an offer which his prospective buyer signs. On submission to the seller, the offer is accepted forming a binding purchase agreement. Again, the agency relationship with the buyer is not disclosed to the seller.

Prior to closing the transaction, the seller discovers the prospective buyer was represented by the agent as a client of the broker at the time of the listing.

The seller immediately cancels the supplemental escrow instructions, unsigned by the buyer, which authorizes escrow to pay the agent's broker a fee. The sales escrow is closed and the buyer acquires the property. No fee is received by the broker. In turn, the sales agent receives no fee.

At no time did the buyer agree in writing to the payment by anyone of a fee to the broker. Thus, the buyer does not owe a fee since he did not make a written commitment or interfere with payment of the fee.

The broker makes a demand on the seller for payment of a fee, claiming the broker and his agent had fully performed under the listing. The seller claims he does not owe a fee since, prior to entering into the listing agreement, the broker's agent failed to disclose the **pre-existing agency relationship** with the buyer which was established when the agent assisted the buyer to locate suitable property.

In this situation, can the broker enforce collection of the fee agreed to by the seller in the listing, the purchase agreement and the escrow instructions?

No! Before becoming employed by a seller to negotiate the sale of property with a prospective buyer who is already represented by the broker, the existence of the agency relationship previously created (by conduct) with the prospective buyer to locate suitable property must be disclosed to the seller. It is a fact which might alter the seller's decision to sell or his negotiations with the buyer if he decides to sell.

Here, the seller thought the agent (and his broker) represented only the seller, not both the seller and the buyer. Accordingly, the minimum liability of the broker to the seller for the **undisclosed dual agency** is the loss of his fee for failure to faithfully represent the seller due to an undisclosed conflict of interest. [L. **Byron Culver & Associates v. Jaoudi Industrial & Trading Corporation** (1991) 1 CA4th 300]

The proper structuring of a provision and documentation of the brokerage fee by a broker and his agent who are already **assisting a prospective buyer** to locate and acquire property is to either:

- **enter** into a written employment agreement with the buyer, called a buyer's listing; then **prepare** a purchase agreement offer on a form which places the fee provision within the terms of the buyer's offer, stating the exact amount of the fee and who will pay it; and **submit** the purchase agreement offer to the seller for acceptance without ever entering into an employment agreement under any type of listing with the seller; or
- if the buyer refuses to sign a buyer's listing agreement, **prepare**, at the earliest opportunity, an offer to buy on a purchase agreement formatted with the fee provision located within the body of the buyer's signed offer; and **submit** the offer without ever entering into a listing agreement with the seller.

Converting a prospect into a client

A brokerage office which has been marketing its inventory of listed properties is contacted by a buyer who is interested in properties of the type they offer for sale. The properties were listed by several different agents in the office, each called the *listing agent* when referring to the listing they took. The broker's agent contacted by the buyer is referred to as the *selling agent* by the other agents in the office. The selling agent loosely refers to the unlisted buyer as his "customer."

Editor's note — Even though the agent who will provide the prospective buyer with information on "in-house listings" is called the "selling agent," neither the agent nor the broker have yet conducted themselves in a manner which raises the legal stature of their relationship with the buyer to that of the buyer's agent.

The buyer is furnished information on various properties listed by the office. None of the properties attract the buyer's interest. In the process of reviewing data on listed properties with the buyer, the agent has developed a good understanding of the type, price range, price-to-earnings ratios and location desired for property sought by the buyer. Also, the agent has determined the prospective buyer is financially capable of acquiring property and has not yet employed a broker to locate properties and negotiate a purchase on his behalf.

The agent, having made a diligent effort to provide information and sell property listed with his broker, now has to choose between:

- soliciting and establishing a continuing working relationship with the buyer as a *buyer's agent* to locate qualifying properties and assist with the investigation and determination as to whether the property meets the buyer's acquisition standards; or
- restricting his brokerage activities to advising the prospective buyer that he will be contacted when property which fits the parameters of his investment objectives is listed with the agent's broker.

The broker and agent opt to undertake an **agency relationship** with the buyer in order to work diligently to locate and investigate available properties on behalf of the buyer.

The buyer, who has until now been treated as a customer, is now asked to become a **client**. As a client, he authorizes the agent to act on behalf of the buyer to locate and look into properties unlisted, but known to be on the market or listed with other brokers. The buyer agrees.

The agent explains the brokerage office needs written authorization employing them as the buyer's agent in order to contact listing brokers and sellers on the buyer's behalf. Again, the buyer agrees. An exclusive right-to-buy listing agreement is prepared by the agent and signed by the buyer, who now becomes a client entitled to the agent's *utmost care and diligence* in the locating and analyzing of properties for purchase.

Thus, the agent converted a prospective buyer from a **customer** who contacted the office inquiring about property they had listed, into a **client** on whose behalf the entire office of agents can act (under their broker) as the **buyer's agent**. Thus, the office is assured payment of a fee should the buyer acquire property during the listing period or the following safety clause period, whether the property purchased is located by agents in the office or by anyone else (including the buyer).

Agency duties owed to buyers

The *special agency duties owed* to a buyer when a broker and his agents undertake to locate property on behalf of the buyer first arise when the broker:

- **enters** into an exclusive right-to-buy agreement with the buyer; or
- **presents** property information to an unlisted buyer who they have agreed to assist by locating qualifying properties.

When representing a buyer under a written exclusive right-to-buy employment agreement, the broker (and his agents) have entered into a *bilateral employment agreement*. Such an employment obligates the broker, through his agents, to exercise *due diligence* by way of a constant and continuing search to locate qualifying properties, while keeping the buyer informed of their progress.

Without an exclusive right-to-buy listing, the brokerage duties which exist to locate properties for a buyer are *best-effort obligations* created by an oral (or written) open listing, called a *unilateral employment agreement*. A **best-effort obligation** requires no affirmative action (diligence) on the part of the broker's office to locate property.

However, under a buyer's listing, be it exclusive or open, the act of **delivering property information** to the buyer they are assisting obligates the broker and his agents to use due diligence in their efforts to:

- *gather readily available data* on the property under review;
- *assist in the analysis* of the property data gathered; and
- *advise the buyer* regarding the property and any proposed transaction in a conscientious effort to act honestly, care for and protect the buyer's best interests.

When acting as the buyer's agent regarding the acquisition of a particular property, due diligence includes disclosing facts about the integrity of the property and recommending investigative activity which the agent knows might influence the buyer's conduct in negotiations.

Without an exclusive employment with a buyer on whose behalf the agent is locating properties, the agent is reduced to a mere "locator" or "finder." Worse yet, the agent is burdened with the affirmative agency duties of utmost care and protection owed the buyer when undertaking a review of data on a property with the unlisted buyer.

Provisions for payment of a fee

An exclusive right-to-buy agreement contains the same operative provisions as are found in exclusive right-to-sell agreements. [See Form 103]

In exchange for the broker's promise to use *due diligence* while rendering services to comply with his end of the employment bargain, the buyer promises in the exclusive right-to- buy listing agreement to pay the broker a specific fee — either a fixed dollar amount or a percentage of the price paid. The fee is earned when the buyer enters into a binding purchase agreement during the (buyer's) listing period to acquire the type of property described in the buyer's listing.

However, buyers, like sellers, often do not enter into a purchase agreement during the period of employment. Thus, on expiration of the listing, the buyer's broker has not earned a fee. An event triggering payment of the promised fee has not yet occurred.

However, the fee provision of a buyer's listing agreement contains a *safety clause*. The clause provides protection to the broker and his agent after the employment expires from the loss of their time, effort and money "invested" during the employment period to assist the buyer. [See Form 103 §5.1(c); see Chapter 12]

Thus, the broker of the buyer's agent will be entitled to a fee if, within an agreed-to period after the expiration of the buyer's listing:

- information specific to the property was provided to the buyer by the buyer's agent during the listing period;
- on expiration of the buyer's listing, the buyer is handed an itemized list which identifies those properties the buyer's agent brought to the buyer's attention, as required to *perfect* the broker's right to a fee [See **first tuesday** Form 123];
- the buyer entered into negotiations with the owner of a registered property; and
- the safety-period negotiations ultimately resulted in the buyer acquiring an interest in the property.

Buyer's liability for the brokerage fee

While the buyer under a listing agreement promises to pay a full brokerage fee on the acquisition of property (typically 6% of the purchase price), the buyer will nearly always close the purchase without directly paying the promised brokerage fee. Further, the buyer's broker will typically **accept a fee** equal to no less than one-half of the fee the buyer agreed to pay under the buyer's listing when the property purchased by the buyer is listed with another broker (who it is presumed has done his half of the work).

Can the broker enforce the fee arrangement in the buyer's listing and recover the remaining 3% from the buyer when the seller pays a lesser fee than the buyer agreed to pay?

No! The buyer's obligation to pay the brokerage fee is **fully satisfied** when the buyer's broker agrees to accept a fee from the seller or the seller's broker, which is nearly always the case. [See Form 103 §5.2]

Benefits for the listed buyer

Like sellers, buyers may resist making a written commitment to exclusively employ one brokerage office as their agent to locate and negotiate the purchase of real estate on their behalf. However, listed buyers reap benefits unavailable to those buyers who are not exclusively represented by a broker and his agents. Without representation, the unlisted buyer is on his own to conduct a random search among available properties to locate a suitable property.

However, brokers and their agents have access to data which is often not made publicly available to buyers, such as multiple listing service (MLS) printouts, new listings, database searches for qualifying properties, property profiles and comparable sales data provided to brokers and agents by title companies and other brokers.

The activities of a buyer's agent also include approving their buyer with a capable lender and advising the buyer on the location of qualifying properties, the socio-economic mix of neighborhoods, schools and their reputations, local bus lines, religious facilities, zoning, and subdivision and common interest development (CID) restrictions on property usage.

Also, agents attend numerous marketing sessions and trade meetings for the sole purpose of sharing information on listed properties and properties sought by buyers.

All this general information is centrally controlled, channelled and best understood by brokers and agents. It is their business. Thus, when entering into a buyer's listing agreement employing a broker and his agents, a buyer bargains for this insider information to help make decisions which will make the ownership of real estate more viable.

Chapter 16

The buyer's listing agreement

This chapter presents the buyer's exclusive right-to-buy listing agreement with instructions for an agent's use of the form.

Analyzing the buyer's listing

The exclusive right-to-buy listing agreement, **first tuesday** Form 103, is used by a broker and his agents to prepare and submit the broker's offer to act as a prospective buyer's *exclusive real estate agent*. Under it, the broker is employed to locate property sought by the buyer in exchange for the buyer's **assurance a fee will be paid** the broker if the buyer acquires the type of property sought during the listing period. [See Form 103 accompanying this chapter]

Formal documentation of an obligation to pay a fee — a written agreement signed by the buyer — is the legislatively enacted and judicially mandated requisite to the right to enforce collection of a brokerage fee through or from the buyer.

Each section in Form 103 has a separate purpose and need for enforcement. The sections include:

1. *Brokerage services*: The employment period for rendering brokerage services and the broker's due diligence obligations are set forth in sections 1 and 2. General provisions for enforcement of the employment agreement and broker fee-splitting arrangements are included in section 3.
2. *Brokerage fee*: The buyer's obligation to either pay a brokerage fee or assure payment of the brokerage fee by the seller or a listing broker, the amount of the fee and when the fee is due are set forth in section 4.
3. *Property sought*: A general description of the type of property to be located for the buyer is then set forth.
4. *Signatures and identification of the parties*: On completion of entries on the listing form and any attached addenda, the buyer and the broker (or his agent) sign the document consenting to the employment.

Preparing the buyer's listing agreement

The following instructions are for the preparation and use of the Buyer's Listing Agreement — Exclusive Right to Buy, Lease or Option, **first tuesday** Form 103, with which a buyer employs a broker as his exclusive agent to locate suitable property for the buyer to acquire.

Each instruction corresponds to the provision in the form bearing the same number.

Editor's note — Check and enter items throughout the agreement in each provision with boxes and blanks, unless the provision is not intended to be included as part of the final agreement, in which case it is left unchecked or blank.

Document identification:

Enter the date and name of the city where the listing is prepared. This date is used when referring to this listing agreement.

1. Retainer period:

- 1.1 *Listing start and end date:* **Enter** the date the brokerage services are to commence.

Enter the expiration date of the employment period. The expiration must be set as a specific date on which the employment ends since an exclusive listing is being established.

2. Broker's obligations:

- 2.1 *Broker's/agent's duty:* The broker and his agents promise to use diligence in their effort to locate the property sought by the buyer. The agency duties a broker and his agents owe the buyer are always implied, if not expressed in writing.

- 2.2 *Agency Law Disclosure:* **Check** the box if the Agency Law Disclosure – Real Estate Agency Relationships is to be attached as an addendum to this agreement, and if so, **fill out and attach** the form. [See Form 305 accompanying Chapter 7]

3. General provisions:

- 3.1 *Authority to share fees:* **Authorizes** the broker to cooperate with other brokers and share with them any fee paid on any transaction.

- 3.2 *Mediation agreement:* **States** the parties agree to non-binding mediation after 30 days of informal negotiations prior to filing a court action.

- 3.3 *Attorney fees:* **Entitles** the prevailing party to attorney fees if litigation results from the buyer's failure to pay fees or the broker's breach of an agency duty.

- 3.4 *Choice-of-law provision:* **States** California law will apply to any enforcement of this employment.

4. Brokerage fee:

- 4.1 *Fee amount:* **Enter** the fee amount negotiated to be paid as a percentage of the sales price or a fixed dollar amount. This amount will be paid when any one of the following conditions occur triggering payment:

a. *Fee on any sale:* **States** the brokerage fee is earned and due if the buyer acquires, exchanges for or options property during the listing period. [See Form 103 §5.1(c) for fee due on post-listing period sales]

b. *Termination fee:* **States** the brokerage fee is earned and due if, during the listing period, the buyer terminates this employment or withdraws from pursuing the purchase of real estate.

c. *Safety clause fee:* **States** the brokerage fee is earned and due if, within one year after the listing expires, the buyer enters into negotiations for the purchase, option, or exchange of property the broker exposed him to during the listing period. Within 21 days after

	BUYER'S LISTING AGREEMENT Exclusive Right to Buy, Lease or Option		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____	

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

1. RETAINER PERIOD:

- 1.1 Buyer hereby retains and grants to Broker the exclusive right to locate real property of the type described below and to negotiate the terms and conditions for its purchase, lease or option, acceptable to Buyer, for the period beginning on _____, 20_____, and terminating on _____, 20_____.

2. BROKER'S OBLIGATIONS:

- 2.1 Broker to use diligence in the performance of this employment.
 2.2 See attached Agency Law Disclosure [See ft Form 305]

3. GENERAL PROVISIONS:

- 3.1 Buyer authorizes Broker to cooperate with other brokers and divide with them any compensation due.
 3.2 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.
 3.3 The prevailing party in any action on a dispute shall be entitled to attorney fees and costs, unless they file an action without first offering to enter into mediation to resolve the dispute.
 3.4 This agreement will be governed by California law.

4. BROKERAGE FEE:

NOTICE: The amount or rate of real estate fees is not fixed by law. They are set by each Broker individually and may be negotiable between Client and Broker.

- 4.1 Buyer agrees to pay Broker _____ of the purchase price of the property sought, IF:
 a. Buyer, or any person acting on Buyer's behalf, purchases, leases, exchanges for or obtains a purchase option on real property sought under this agreement during the retainer period.
 b. Buyer terminates this employment of Broker during the listing period.
 c. Within one year after termination of this agreement, Buyer enters into negotiations which result in Buyer's acquisition of an interest in any property Broker has solicited information on or negotiated with its owner, directly or indirectly, on behalf of Buyer prior to this agreement's termination. Broker to identify prospective properties by written notice to Buyer within 21 days after termination. [See ft Form 123]
 4.2 Buyer's obligation to pay Broker a brokerage fee is extinguished on Broker's acceptance of a fee from Seller or Seller's Broker of property acquired by Buyer.
 4.3 In the event this agreement terminates without Broker receiving a fee under §4.1 or §4.2, Buyer to pay Broker the sum of \$_____ per hour of time accounted for by Broker, not to exceed \$_____.

TYPE OF PROPERTY SOUGHT:

GENERAL DESCRIPTION _____

LOCATION _____ SIZE _____

RENTAL AMOUNT / TERM _____

I agree to render services on the terms stated above.

Date: _____, 20_____

Buyer's Broker: _____

Broker's DRE Identification #: _____

Broker's Agent: _____

Agent's DRE Identification #: _____

Signature: _____

Address: _____

Phone: _____

Fax: _____ Cell: _____

Email: _____

I agree to employ Broker on the terms stated above.

See attached Signature Page Addendum. [ft Form 251]

Date: _____, 20_____

Buyer's Name: _____

Signature: _____

Buyer's Name: _____

Signature: _____

Address: _____

Phone: _____

Fax: _____ Cell: _____

Email: _____

Figure 1

*Excerpt from first tuesday Form 123 —
Identification of Qualifying Properties*

	IDENTIFICATION OF QUALIFYING PROPERTIES		
Prepared by: Agent _____ Broker _____		Phone _____	Email _____
<p>NOTE: Your employment agreement calls for payment of a brokerage fee on transactions with the Owners of these qualifying properties resulting from negotiations commenced within the one-year period following termination of the agreement.</p> <p>If you employ another Broker during this period to provide similar services, bring this document and the expired listing to the Broker's attention.</p>			
DATE: _____, 20_____, at _____	, California.		
TO: _____	, Buyer/Tenant.		
<i>Items left blank or unchecked are not applicable.</i>			
1. FACTS:			
1.1 This is an addendum to the following agreement: a. <input type="checkbox"/> Buyer's Listing Agreement — Exclusive Right to Buy, Lease or Option [See ft Form 103] b. <input type="checkbox"/> Exclusive Authorization To Locate Space [See ft Form 111]			
1.2 dated _____, 20_____, at _____, California,			
1.3 entered into by you and Broker regarding the location of real estate generally referred to as _____,			
1.4 located within the area of _____.			
2. IDENTIFICATION:			
2.1 This addendum registers with you the identities of properties qualifying as the type sought by Buyer/Tenant which Broker located, investigated, solicited or negotiated for acquisition by Buyer/Tenant under the above referenced agreement.			
2.2 Buyer/Tenant is obligated under the listing agreement to pay a brokerage fee if, within one year after termination of the agreement, Buyer/Tenant enters into negotiations which result in the acquisition or lease of any of the following properties: Address _____ Address _____			

expiration of the listing period, the broker must provide the buyer with a list of the qualifying properties reviewed with the buyer during the listing period. [See Figure 1 accompanying this chapter]

- 4.2 **Fees paid by seller:** The buyer will not owe any fees if the seller pays a fee or the seller's broker shares a fee in an amount acceptable to the broker. If the seller or the seller's broker do not agree to pay or share a fee with the broker, the buyer is to pay the brokerage fee in addition to the purchase price.
- 4.3 **Hourly fee:** Enter the negotiated dollar amount of the broker's per hour fee. The hourly fee is earned for time and effort spent on behalf of the buyer should property not be optioned or acquired by purchase or exchange after a diligent effort is made to locate property.

Type of property sought:

Property description: Enter a description of the type of real estate sought by the buyer, including its size, general location, purchase terms, and property requirements.

Signatures

Broker's/Agent's signature: **Enter** the date the listing is signed. **Enter** the broker's name and DRE license number. **Enter** the agent's name and DRE license number. **Enter** the broker's (or agent's) signature. **Enter** the broker's address, telephone and fax numbers, and his email address.

Buyer's signature: If additional buyers are involved, **check** the box, prepare a Signature Page Addendum form, reference this listing agreement, and enter their names and obtain their signatures until all buyers are individually named and have signed. **Enter** the date the buyer signs the listing and the buyer's name. **Obtain** the buyer's signature. **Enter** the buyer's address, telephone and fax numbers, and his email address.

Chapter 17

Sharing fees on a sale

This chapter analyzes the history and current status of fee sharing between seller's agents and buyer's agents on the sale of a home, the "no-service, no-fee" mentality and controlled business rules for referrals to service providers.

Buyer's agent or cooperating agent?

The characterization of a buyer's agent, in practice, as a cooperating agent is improper. The word "cooperating" lacks descriptive value when the purpose of it is to label the agent or broker involved as the representative of a buyer.

The **plain meaning** of the adjective "cooperating" is of no help in determining any activity other than a collaboration by two brokers to pair their respective clients to make a match for the transfer of property.

For the buyer's agent to tell a buyer, "Oh yes, we cooperate with other brokers on their listings," conveys no thought of fee sharing or the establishment of an agency. The buyer logically only understands that the brokers are **sharing information** in a joint effort to assist the buyer in a decision as to which, of all the prospective properties available, he should buy.

Further, at the judicial level and based on legislation, the *cooperating agent* has been established as the title for a **subagent of the seller**, never a buyer's agent acting exclusively and in the best interests of his buyer. Thus, any use of the title "cooperating (selling) broker" is a legal reference to a subagent acting on behalf of the seller, and if a dual agent, then also on behalf of the buyer.

The codified agency law scheme defines a *cooperating broker* as one acting as a subagent with specific affirmative duties of care **owed the seller**, not the buyer. However, any cooperating broker must deal fairly and in a nondeceitful manner with the buyer, as must also the seller's primary agent. No such severe limitations exists on the duties owed to buyers by a buyer's agent. [Calif. Civil Code §2079.16]

Further, a **subagent** is identified by code as the agent in the sales transaction who cooperates with the listing agent **to sell** the property or **to locate** a buyer on behalf of the seller. The real estate agency scheme also labels the subagent as a *selling agent* if, while acting on behalf of the seller, he deals directly with the prospective buyer, there presumably being no buyer's agent. The scheme separates the seller's subagent from any buyer's agent who is engaged by the buyer to locate property. [CC §§2079.13(n), 2079.13(o)]

Thus, the "cooperation" contemplated by the legislature is not the fee-sharing structure employed in the fee-sharing addendum attached to purchase agreements still used by multiple listing service (MLS) residential listing brokers. Brokers and their agents who act exclusively as agents for the buyer and share fees, simply put, are not cooperating brokers.

Unbundled, off-form fee provisions

For a buyer's broker to have **equal ability** to negotiate and collect a fee as a seller's broker:

- the buyer's broker must enter into an employment agreement with their buyer, called a *buyer's listing*, to be assured the buyer will have legal incentive to back up fee demands which the buyer's agent may make on the seller;
- a fee provision must be written into the buyer's *purchase agreement offer*, stating the seller will pay a brokerage fee in an amount set by the buyer's broker and the buyer;
- the fee earned and payable by the seller to the buyer's broker must be **payable directly to the buyer's broker** by the seller, through escrow;
- the seller must agree to pay the fee earned by the brokers should the seller wrongfully **fail to close** the sale so the buyer's broker can pursue collection of his share, no matter the action or inaction to do so by the seller's broker; and
- the buyer must agree to pay the fee earned by the brokers should the buyer unjustifiably **fail to close**, allowing both the seller's broker and the buyer's broker to enforce collection of their respective share of the fee from the buyer.

The payment by the seller of the fee earned by the buyer's broker in no way establishes or indicates an agency with the seller. Thus, no rationale exists to take the payment of the brokers' fees due on the acceptance of a purchase agreement offer "off form," placing it in a separate agreement calling for the seller to pay only the seller's broker. [CC §§2079.16, 2079.19]

However, the buyer's broker may wish to abide by the off-form scheme for payment of his brokerage fee by the listing broker and not the seller directly.

Occasionally, the fee offered by the listing broker through the MLS is less than the amount the buyer's broker feels he is entitled to on the transaction. Here, the buyer's broker is at liberty to negotiate with the listing broker and agree to a different fee schedule than the one offered in the MLS publication, any agreement being in writing.

Thus, on acceptance of the buyer's purchase agreement offer (which is devoid of a fee provision), the buyer's broker is assured that the "off-form" fee agreement will actually provide for the listing broker to pay the agreed share to the buyer's broker. [See **first tuesday** Form 105]

If the buyer's broker does acquiesce to the off-form fee agreement in which he receives his fee from the listing broker, the covert aspect of not letting the buyer know what fees are paid the buyer's broker is a direct violation of the agency rule stating the client is to be informed of all compensation received from all sources by his agent as a result of the representation. [See Form 119 accompanying Chapter 21]

Had the buyer's agent actually been only a **cooperating agent** negotiating the sale of the property to the buyer on behalf of the seller (as a statutory subagent), then the off-form fee arrangement and the non-disclosure to the buyer of the subagent's compensation is of no concern to the buyer. The buyer has no agent, or has his own agent. The seller, as the client of the cooperating (selling) broker, is fully aware of his subagent's compensation since he is agreeing to it.

All distortions and shortcomings in fee arrangements are avoided and the buyer's broker's fee is protected when the buyer's agent simply includes the fee arrangements as a provision in the purchase agreement offer agreed to by the buyer.

A profit, not a referral fee

In times of slowing real estate activity, prudent residential brokers listing a property or representing a buyer can generate additional income by diversifying their brokerage business, becoming *full-service brokers* by referring buyers and sellers to lenders and service providers they own or co-own. These business relationships, called *affiliated business arrangements* or *controlled business arrangements*, properly enable the broker to indirectly benefit by sharing in any profits from the referrals he makes to these controlled businesses.

However, the single-family residential (SFR) broker's ability to **profit from referrals** is regulated by the federal Real Estate Settlement Procedures Act (RESPA) Section 8.

RESPA was enacted to prohibit brokers and lenders from unnecessarily augmenting a buyer's costs when negotiating a transaction involving the origination of a federally related loan on a one-to-four unit residential property. These augmented costs too frequently take the form of illegal *referral fees*; some don't since they are subject to competition.

Referral fees are paid by service providers, which include brokers, for referring business to them so they can perform a service in connection with a real estate purchase agreement or escrow to close a sale. These service providers, essential to the close of a sale, include title and finance companies, credit reporting agencies, home inspection and pest control companies, hazard insurers, escrow companies, and brokers.

The broker receiving a brokerage fee for negotiating the sale or purchase of a one-to-four residential unit which involves the origination of a loan may not receive a **referral fee in addition** to the brokerage fee on the sale as it would then be illegal. However, he can still profit from referring a buyer or seller to a service provider if he is an owner or co-owner of the service provider he recommended. Thus, the broker creates an **affiliated business arrangement**.

Profiting by referral to an affiliate

For the broker to meet conditions to profit from an **affiliated business arrangement**, he must:

- have an *ownership interest* greater than one percent in the business he's recommending to the buyer or seller; and
- hand a *written disclosure* of the affiliation to the person he refers to the controlled business. [See **first tuesday** Form 519]

The referral to an owned or co-owned service provider for profit is an affiliated business arrangement and is not subject to RESPA referral fee regulations. As an owner of the service provider, the benefit the broker receives from the referral is not the payment of a referral fee. Rather, the broker receives an indirect benefit from the referral through any annual profits generated for the co-owners by the operations of the service provider to whom he referred the business.

Thus, when the broker of a listed property refers the owner to a pest control business in which he holds an ownership interest, an affiliated business arrangement is created. If fully disclosed, the broker may benefit by sharing in any end-of-year profit the business realizes on the referral. Conversely, the broker who does not possess an ownership interest in the referred business is not involved in an affiliated business arrangement. Thus, the broker may not receive a referral fee and will receive no financial benefit from the referral.

An individual who accepts a referral fee or fails to disclose the existence of the affiliated relationship as prescribed by RESPA is subject to criminal penalties of \$10,000, one year in jail, or both for each offense. Also, the person referred to the service provider may in a civil suit receive up to three times the amount of the improper referral fee received by the broker, plus attorney fees. [12 United States Code §§2607(a), 2607(c)(4)(a), 2607(d)]

However, the broker referring a seller or buyer to a service provider he owns or co-owns must disclose his **ownership interest** in the provider to the seller or buyer on or before referring them to the provider. [24 Code of Federal Regulations §3500.15(b)(1); see **first tuesday** Form 519]

The disclosure includes the nature of the business relationship between the broker and the business providing the settlement services, as well as an estimate of the cost or range of costs to be charged. [24 CFR §3500.15(b)(1)]

Other disclosures for direct or indirect compensation exist and can be used in conjunction with the affiliated business arrangement. The Compensation Disclosure in a Real Estate Transaction form discloses the amount, its form, and the source of compensation and benefits the broker anticipates receiving for any service or from any party or provider as a result of their client's entry into a purchase agreement or other real estate transaction. [See Form 119 accompanying Chapter 21]

No additional service, no additional fee

A return on the ownership interest in a controlled business arrangement is not the only method a SFR broker can use to receive additional compensation in excess of his brokerage fee on the transaction. The broker may receive a second fee if he renders substantial loan origination services otherwise performed by the lender. However, this too is strictly regulated by RESPA.

RESPA established a **no-service, no-fee** restriction on real estate brokers and agents who are already acting on behalf of a buyer or seller in an SFR real estate transaction financed by a RESPA loan. A lender is prohibited from paying brokers and their agents a fee of any type when the broker is already receiving a fee on the sale for brokerage services they have rendered on behalf of a buyer or seller, unless the broker performs *significant services* on behalf of the lender. A second fee cannot be paid to the broker by anyone if it is received by the agent for acting only as a *referral agent*.

For example, the broker and his agent are entitled to a second fee in a sales transaction if they handle the loan escrow or process a loan application and loan documents, services which are significantly more involved than the act of a mere referral.

A lender or broker are in compliance with the no-service, no-fee rule if the earnings the broker is to receive for the **second service** were due the broker as:

- payment for **goods**; or
- payment for **services rendered**, other than the referral. [12 USC §2607(c)]

Before a broker and his agent who is to receive a brokerage fee on a sales transaction can accept another fee for an additional **second significant service**, such as a fee paid by a lender to the broker (or agent), the broker or the agent must perform numerous loan origination activities normally performed by the lender. Further, if sufficient loan origination activities are performed by the broker or his agent, then the second fee for loan related services must be justified as a dollar amount others would be paid to competitively perform the same services for the lender.

Duplicate charges for services

Real estate sales transactions are increasingly subject to **duplicate charges** imposed on both buyers and sellers by brokers, lenders, escrow agencies, and title companies during periods of rising property values. Duplicate charges for integral services, called *kickbacks* or *hidden costs* based on who ultimately receives them, are redundant and constantly experienced by the buying and selling public.

Public policy and sound economics suggest that duplicate charges are improper and make the real estate market more inefficient. They usually result from the systematic elimination of more competent and less costly competition. **Kickbacks** to listing and selling brokers (and builders), which are a violation of RE-SPA, are openly undertaken by some mortgage banks and title companies in an illegal effort to garner a larger share of the available business.

Kickbacks are a **corrupting business policy**. Legitimate operators find it difficult to compete with fraud without also stooping to the same fraudulent actions to meet the corrupt competition. Kickbacks, in the form of referral fees or other indirect financial benefits used to steer or capture business, interfere with the availability of lower rates and fewer charges. The buyer is referred to the lender (or title company) providing the kickback and away from the legitimate competition who will not take part in the consumer fraud.

California legislation does not, but should, prohibit referral fees from lenders or anyone else who renders services as a third-party in a real estate related transaction in which a broker is collecting a fee for acting on behalf of a principal.

Real estate agents who are employed by a broker (which they must be to act as a licensee) face a similar prohibition in real estate transactions. Agents acting under their licenses are prohibited from accepting a fee or other benefit from any person other than their employing broker, or from themselves paying a fee to any other broker or agent without first directing the payment through their employing broker. [Calif. Business and Professions Code §10137]

FREE!

first tuesday MEMBERSHIP BENEFITS

When you enroll in first tuesday Homestudy courses, you not only receive California's only multi-media presentation with study materials delivered in print, online and on CD-ROM, but all the benefits of first tuesday membership, including:

The first tuesday Forms-on-CD

Access 350+ real estate first tuesday forms and provide better protection for your buyers and your fee. All first tuesday forms are personalized for efficient marketing. We have a form for every type of transaction, including:

- Purchase agreements
- Leasing and rental agreements
- Listings and sales forms packages
- Listing arrangements
- Income property analytics
- Escrow, lending and office mgmt.

The Forms-on-CD also contains all 14 first tuesday textbooks in PDF format for your reference library, earthquake disclosure guides and the DRE reference manual!

The first tuesday journal online

firstrtuesdayjournal.com

Our online magazine on California real estate features new articles and charts every week to answer your questions about the direction of California's real estate market:

- **When will California's home sales volume show improvement?**
Check out trends in our "Home sales volume and price peaks" Market Chart!
- **How do I prepare myself for the real estate recovery?**
Find out what demographics to target for marketing your services in our "Golden state population trends" article!
- **Will getting rid of the mortgage tax deduction subsidies harm sales?**
Join in on the conversation about our "Subsidizing the American Dream" article!
- **How can I keep in contact with my potential clients?**
Download our free *Farm letter copy and templates*!
- **How can I keep up-to-date on legislative changes affecting real estate?**
Keep tabs on legislative and judicial updates with our *Legislative Watch* and *Recent Case Decisions*!

To access all these features and much more, visit firstrtuesdayjournal.com/preview and sign up for our free weekly email newsletter!

Smartphone users:
snap the QR code!



Chapter 18

The breaching buyer pays

This chapter highlights the collection of a brokerage fee from a buyer under various fee provisions when the buyer breaches the purchase agreement.

Brokerage fee protection

A buyer contacts a real estate sales agent to locate suitable properties for review with the intent to buy. The agent agrees to do so. However, the agent does not discuss or obtain an oral or written commitment from the buyer regarding the payment of a fee to his broker for services provided by him as the buyer's agent.

The agent locates a property suitable for the buyer's purposes. The agent prepares an offer to purchase, which the buyer signs. The offer is prepared on a purchase agreement form which does not contain a brokerage fee provision in the body of the offer above the buyer's signature. However, the seller's acceptance provision following the buyer's signature at the end of the form, outside the buyer's offer, does contain a reference to a separate fee agreement between the seller and his listing agent.

The seller signs the acceptance provision. Concurrently, the seller agrees, directly or indirectly, to pay both brokers a fee on completion of the sale. Should the buyer breach the purchase agreement, the seller's fee provision limits the brokerage fee to one-half of any money damages awarded to the seller in litigation or otherwise collected from the buyer.

Nowhere does the buyer agree to any aspect of the fee arrangement or to pay a fee if he breaches the purchase agreement by failing to close escrow.

The acceptance is returned to the buyer.

The separate fee agreement between the seller and his listing agent is retained by the listing broker. The brokers have or will enter into yet another and separate agreement to share the fee to be paid to the listing broker by the seller.

The buyer, without justification or excuse, later **fails to complete** the purchase. The seller, due to the buyer's breach of the purchase agreement, makes a demand on the buyer for money losses he has incurred due to the buyer's breach.

However, the seller's money losses, if any exist to be recovered, **may not include** the amount of the brokerage fee lost by the brokers. The seller did not incur a loss on the sale by paying the brokerage fees.

Only the buyer's broker collects

Continuing with the above example, the buyer's broker then makes a demand directly on his buyer to pay his fee. The buyer's broker does not wait for the seller to litigate with the buyer, recover his money losses and share them with the brokers. The listing broker does not (and may not) participate in the fee demand made on the buyer by the buyer's broker.

The buyer's broker claims the purchase agreement offer signed by the buyer is subject to an *implied promise* from the buyer to close the transaction so his broker will receive his fee.

The buyer claims his broker is not entitled to a fee. The only fee provision which exists merely entitles the brokers to half the money losses recovered by the seller should the seller pursue collection of losses he incurred due to the buyer's breach. However, the seller's losses on the failed sale do not include the brokerage fee which went unpaid. Thus, the seller cannot recover the fee for the brokers on a claim against the buyer since the seller did not incur a loss by paying the fees.

Can the buyer's broker collect a fee from the defaulting buyer who never agreed, orally or in writing, to pay any fees?

Yes! The buyer **orally retained** the services of the broker, but did not *expressly promise*, orally or in writing, to pay a brokerage fee should the broker's agent locate suitable property for the buyer to purchase. However, on entering into a purchase agreement, the **buyer knew** the seller promised to pay the buyer's broker a fee on closing. Thus, the buyer's offer to purchase the property contained an *implied promise* by the buyer to his broker not to **wrongfully interfere** with the payment of the brokerage fee, part of the client's obligation to his broker due to the principal/agent relationship.

Here, the buyer owes his broker the fee which the seller does not now owe. The payment of the fee by the seller was contingent on the close of escrow, which did not occur. [Chan v. Tsang (1991) 1 CA4th 1578]

Conversely, the seller's broker has no contractual right to collect a fee from the breaching buyer. The listing broker lacks:

- a client relationship with the buyer which carries with it the *implied promise* to avoid interference with the payment of a fee; and
- a *written agreement* signed by the buyer to pay the fee in lieu of the seller on the buyer's breach.

A **fundamental rule** of real estate practice for judicial enforcement of fee arrangements requires brokerage fee agreements to be **in writing and signed** by the parties responsible for payment.

However, a **common flaw** in the placement of brokerage fee provisions in some purchase agreement forms is the failure to include the fee provision in the body of the buyer's purchase agreement offer, i.e., **above the buyer's signature**, sometimes referred to as "*within the four corners of the contract.*"

The fee provision placed within the buyer's offer usually states the seller will pay the fee if the transaction closes, and if it does not close due to a breach, the **breaching party will pay** the fee. Thus, all parties to the purchase agreement have agreed on what amount they owe, when they owe it and to whom it will be paid. [See **first tuesday** Form 150 §14]

Brokers as beneficiaries

When a buyer and seller both agree in writing to the payment of a brokerage fee, their brokers, by contract, become *third party beneficiaries* to the purchase agreement. Should either the buyer or the seller enforce the purchase agreement contract against the other by *specific performance*, the brokers will be paid on closing as part of the terms contained in the purchase agreement.

However, when the fee provision is located outside the buyer's offer and agreed to only between the seller and the brokers, the transaction can be closed without payment of the fee. The brokers are then left with a claim against a (bankrupt) seller for breach of the **separate fee agreement**. [In re Mungle, Ltd. (9th Cir. 1989) 868 F2d 1129]

A **third party beneficiary** is a person for whose benefit two other individuals place provisions in an agreement — such as when a buyer and seller under a purchase agreement or escrow instructions mutually provide for the payment of a brokerage fee by the **seller or defaulting party**.

A brokerage fee provision written into the purchase agreement gives both brokers an **enforceable contract right** to collect their entire fee, either as part of the closing or from the breaching party on a failure to close. The shift in assurance is due to the location and wording of the fee provision. [Calif. Civil Code §1559]

Chapter 19

The seller's interference with fees

This chapter comments on a seller's responsibility for payment of a brokerage fee when the seller wrongfully interferes with the close of escrow.

The breaching seller pays

A buyer's agent, agreeing on behalf of his broker to take on the task of locating suitable real estate for a buyer, fails to enter into an exclusive right-to-buy listing agreement with his buyer before starting his search for qualifying properties.

The agent locates a suitable property for sale which is not listed with a broker. An offer to purchase the unlisted property is prepared by the buyer's agent, signed by his buyer and submitted to the seller.

A provision in the purchase agreement form used to prepare the buyer's offer sets the amount of the brokerage fee the buyer agrees the seller will pay the agent's broker should the buyer acquire the property. The fee provision calls for a fixed (or variable) fee, payable on the close of escrow. [See **first tuesday** Form 150 §14]

The seller rejects the buyer's offer and refuses to sign a counteroffer, stating he will not pay a brokerage fee.

Later, the buyer contacts the seller directly, without involving the buyer's agent. The buyer is willing to pay the seller's price, but feels the agent deserves to be paid something for having brought the transaction to this point.

The buyer expresses concern about the nonpayment of a brokerage fee. The seller points out that neither the buyer nor the seller agreed to pay the broker a fee. The buyer's offer called only for the seller to pay a fee, not the buyer, and the seller rejected the offer.

The seller and buyer eventually enter into a purchase agreement without providing for the payment of a fee to the broker employing the buyer's agent. The transaction closes and the broker is not paid a fee.

A demand on the tortious seller

On the agent's discovery of the buyer's purchase of the property, the agent's broker makes a **demand on the seller** for immediate payment of the fee set out in the buyer's offer previously rejected by the seller. The broker claims the seller is liable for payment of the fee since the seller **knew** the buyer agreed to the fee and then **induced** the buyer to abandon efforts to assure payment of a fee. Thus, the seller has *unlawfully interfered* with the broker's contractual relationship with the buyer and the broker's *prospective economic advantage* as evidenced by the fee provision in the purchase agreement offer submitted.

The seller claims he cannot be held responsible for the payment of any brokerage fee since he rejected the purchase offer containing the fee provision which, if he had accepted, would have required him to pay a fee.

Is the **fee provision** in the rejected purchase agreement offer enforceable *against the seller* who never agreed to it?

No! However, the broker can enforce the contract provision in the rejected offer to collect his fee from the **buyer**. The buyer did sign a writing (the purchase offer) providing for the payment of a brokerage fee on the buyer's purchase of the property, which the buyer did do.

Even though the buyer is obligated to pay the fee, the seller is also responsible for payment of the amount the buyer agreed would be paid. Here, the seller **wrongfully induced** the buyer to breach a provision calling for the payment of a fee contained in a writing signed by the buyer.

Thus, **the seller** also owes the brokerage fee specified in the buyer's offer since the seller:

- *knew* the fee provision existed in the offer signed by the buyer; and
- *induced* the buyer to exclude the brokerage fee with the unjustified and improper intent of interfering with an existing agreement between the buyer and the broker. [**Rader Company v. Stone** (1986) 178 CA3d 10]

*Editor's note — The legal basis for the broker's recovery against the seller is a tort theory called **intentional interference with contractual relations**. It is not a recovery based on the seller's breach of a provision in the purchase agreement offer, which is a contract theory. The seller never became a party to the purchase agreement contract in which the broker was a third-party beneficiary for the fees provided for in the contract.*

Conversely, the buyer owes the fee under a contract theory. The buyer breached his written promise that the broker would be paid as called for in the unaccepted purchase agreement offer signed by the buyer. However, the broker, while obtaining a money judgment for his fee against both the buyer and the seller, can only collect the amount of the fee once.

Oral fee agreements

An oral agreement between an agent and a buyer or seller involving the payment of a brokerage fee on the purchase or sale of property is unenforceable by the agent's broker against the buyer or seller promising to pay the fee. However, if the oral fee arrangement is later formalized in a writing signed by the buyer or seller who earlier orally agreed to pay the fee, the broker can enforce the signed written agreement and collect his fee from the person who signed it.

Oral fee agreements are unenforceable even when mentioned in the agent's written correspondence he delivers to the buyer or seller. It is not enough that the agent signs the correspondence containing the oral fee arrangement. The person who is to pay the fee must sign the writing which sets the fee before collection of the fee from that person can be enforced. [**Phillippe v. Shapell Industries, Inc.** (1987) 43 C3d 1247]

However, a buyer's broker and his agent need only have an *oral fee agreement* with a buyer for the broker to recover his fee from a seller when:

- the seller is aware of the oral fee agreement between the broker and the buyer; and
- the seller, without proper cause or privilege, acts to interfere with the fee agreement and causes the broker not to receive his fee on the buyer's acquisition of the property.

Thus, when the buyer has arranged for payment of a brokerage fee, either by a signed writing or by an oral agreement, and then the **seller knowingly interferes** with that written or oral arrangement by inducing the buyer to *breach* his promise, the **seller owes** the broker the fee agreed to by the buyer. [**Della Penna v. Toyota Motor Sales, U.S.A., Inc.** (1995) 11 C4th 376]

The contingency fee

Fee provisions in purchase agreements and escrow instructions typically state the fee earned is payable out of the sales proceeds due a seller on the close of escrow, called a *contingency fee provision*.

However, escrows do not always close. Thus, a brokerage fee which has been earned might not be paid. However, the contingency fee may be due the broker based on the seller's conduct, even when escrow does not close.

Consider a seller who refuses or is unable to remove liens on the real estate in order to convey title as agreed. No contingency provision exists allowing the seller to cancel for his failure to obtain a release of the liens.

Escrow does not close due to the liens. The broker makes a demand on the seller for payment of his fee, claiming the fee was earned and is now unpaid due to the seller's failure to close escrow as agreed.

The seller claims the broker is not entitled to receive a fee since no sales proceeds were received from which escrow could pay the fee.

Here, the seller cannot avoid paying the brokerage fee by relying on provisions calling for the fee to be paid from funds the seller is to receive on closing. The **seller breached** the purchase agreement by preventing the close of escrow and his receipt of sales proceeds, the events triggering payment of the fee.

The **contingency fee provision** in the purchase agreement and the escrow instructions merely *designates the time* for payment of a fee already earned. It does not defeat the broker's right to compensation he has fully earned simply because the event allowing escrow to pay the fee does not occur due to the seller's unexcused failure to perform on the purchase agreement. [Steve Schmidt & Co. v. Berry (1986) 183 CA3d 1299]

In a listing agreement, a broker and seller may agree to any legally enforceable condition which must first occur or be satisfied before the broker **earns his fee**. Conditions include locating a ready, willing and able buyer to purchase on the listed terms or any other terms of an offer accepted by the seller.

When the condition for earning the fee occurs as called for in the listing, such as the seller's acceptance of an offer, the fee is immediately due and payable to the broker.

However, most purchase agreements used to write up a buyer's offer include a boilerplate contingency fee provision. The wording of the provision shifts the time for payment of the fee the broker has already earned under the listing agreement from the acceptance of the purchase agreement offer to the time of closing.

Method of payment

Unless altered, fee provisions in purchase agreements set a fixed-dollar or calculable dollar amount which is payable by the seller and due on the close of escrow. Escrow instructions are drawn to provide for the payment of this agreed-to fee.

However, sellers who are given the unilateral ability in escrow instructions to change the terms of the fee they owe brokers and still close escrow, will occasionally try to alter the amount, time or method of payment, or worse, cancel escrow's authorization to pay the fee.

For example, a broker consents to fee arrangements by including a fee provision in the purchase agreement calling for payment in full on closing. Here, the seller cannot enforce contradictory escrow instructions (or cancel instructions) calling for the brokerage fee to be paid in installments, unless the broker consents to the change (or cancellation). [Seck v. Foulks (1972) 25 CA3d 556]

Escrow instructions for paying the fee

Escrow instructions are the final arrangements for the payment of a brokerage fee. It does not matter which agent dictates instructions, or if they do so by use of a transaction coordinator. Their paramount, co-existing objective is to **eliminate the risk** that the brokers will not be paid on the close of escrow.

The brokerage fee has already been earned on the acceptance of a purchase agreement offer. However, payment of the earned fee is usually delayed and made contingent on the close of the sales escrow, a 30- to 60-day period after the brokers have already earned their fees.

It is during the period of time necessary to close escrow that sellers who have committed themselves to pay the fee sometimes decide they no longer want to pay the fee.

The ability of the seller to interfere with payment of the fee and still close escrow depends totally on the nature of the fee provision dictated by the agents and contained in the escrow instructions.

When dictating escrow instructions regarding the payment of the fee, brokers and their agents have several options which provide various degrees of assurance that their fee will be paid. **Payment arrangements** for brokerage fees include:

- *instructions signed only by the seller*, called *unilateral fee instructions*, which authorize escrow to pay the brokerage fee from the net proceeds due the seller on closing;
- an *assignment accompanied by unilateral fee instructions* from the seller which authorize escrow to pay the brokerage fee from the seller's net proceeds;
- a *lien* on the seller's net proceeds to secure payment of the brokerage fee which is *accompanied by unilateral fee instructions* signed by the seller;
- *instructions signed by the seller and brokers*, but not entered into by the buyer, which authorize escrow to pay the brokerage fee from the seller's net proceeds; and
- *mutual instructions signed by the seller and buyer*, whether or not entered into or approved by the brokers, which authorize escrow to pay the brokerage fee from the seller's net proceeds.

When the agent dictating the instructions fails to specify the type of payment-of-fee provision to be used by escrow, the typical fee provision used by escrow services is a "default fee provision." In it, the seller alone instructs escrow, by way of supplemental (and unilateral) escrow instructions, to pay the brokers from funds accruing to the seller on close of escrow.

Mutual vs. unilateral instructions

Of all the various fee arrangements available to brokers for payment of their fees, the unilateral fee instructions (signed only by the seller) leave the brokers with the least assurance the fee will be paid on close of escrow.

Unilateral fee instructions give the seller the sole and absolute ability to cancel, revoke or alter the brokerage fee instructions and still close escrow. When unilateral instructions are canceled, no conflict arises which would interfere with the escrow officer's ability to close escrow under the mutual instructions.

For example, should a seller cancel his unilateral fee instructions, escrow must close and pay all net proceeds to the seller — including funds originally intended for payment of the brokerage fee. Thus, no funds remain in escrow as a source of recovery by the brokers. [Contemporary Investments, Inc. v. Safeco Title Insurance Co. (1983) 145 CA3d 999]

The addition of the broker's consent to or approval of the seller's unilateral fee instructions adds no assurance that the seller will not act to cancel, revoke or alter the fee instructions.

When the seller's unilateral fee instructions, whether or not joined in by the brokers, call for either an **assignment** of an amount equal to the brokerage fee or a **lien** on the seller's net proceeds in the amount of the fee, the seller can still cancel, revoke or alter the fee instructions and close escrow without payment of the agreed-to brokerage fee.

The **best protection** a broker has against cancellation, revocation or alteration of the brokerage fee instructions is to dictate *mutual instructions* as the seller's agreement to pay the brokerage fee, signed by both the buyer and the seller. Escrow should not be allowed to relegate the fee to separate, unilateral fee instructions signed only by the seller (and possibly the broker).

Then, for the seller to cancel payment of the brokerage fee payable under mutual instructions, the buyer would have to collaborate with the seller, making the buyer (as well as the seller) responsible for the wrongfully withheld fee.

Further, mutual instructions should call for any change in the fee provision agreed to by the seller and the buyer to be subject to the broker's approval. Thus, the broker "locks in" the payment of his fee by *triangulation*, should escrow close.

Chapter 20

Finders: a nonlicensee referral service

This chapter addresses a broker's or his agent's use of finders to provide them with leads to sellers, buyers or borrowers under California and federal law.

Agency relationships in real estate transactions

Three classes of **real estate agents** have been established in California:

- **licensed** brokers;
- **licensed** sales agents; and
- **unlicensed** finders.

Licensed brokers and **sales agents** owe *fiduciary duties* to the principals they represent. **Fiduciary duties** require licensees to perform on behalf of their client with the utmost care and diligence.

An *unlicensed finder* has no such fiduciary duty. A finder's function as an "agent" is limited to soliciting, identifying, and referring potential real estate clients or participants to brokers, agents, or principals in exchange for the promise of a fee.

A finder working for a principal is distinguished from a licensed broker working for a principal. Limitations are placed on the **conduct of a finder**. A finder lacks legal authority to participate in any aspect of property information dissemination or other transactional negotiations. [Calif. Business and Professions Code §§10130 et seq.]

Although not licensed by the California Department of Real Estate (DRE) or admitted as members of a real estate trade association, finders are authorized by California statute to solicit prospective buyers, sellers, borrowers, lenders, tenants, or landlords for *referral* to real estate licensees or principals. Thus, they **provide leads** about individuals who may become participants in real estate transactions.

Soliciting to place or refer a match

A finder providing referral services in California for a fee may:

- find and **introduce parties**;
- **solicit parties** for referral to others [*Tyrone v. Kelley* (1973) 9 C3d 1]; and
- be **employed** by principals or brokers.

A finder may not:

- take part in any negotiations [Bus & P C §10131(a)];
- discuss the price;

- discuss the property; or
- discuss the terms or conditions of the transaction. [Spielberg v. Granz (1960) 185 CA2d 283]

A finder who crosses into any aspect of negotiation which leads to the creation of a real estate transaction needs a real estate license as he is both **soliciting and negotiating**. Unless licensed, an individual who enters into negotiations (supplying property or sales information) cannot collect a fee for services rendered — even if he calls it a finder's fee. Also, he is subject to a penalty of up to \$20,000 and/or a six-month jail term for engaging in brokerage activities without a license. [Bus & P C §§10137, 10139]

In addition, a broker who permits a finder or anyone else in his employ (or his agents' employ) to perform any type of "licensed" work beyond solicitation for a referral, may have his license suspended or revoked. [Bus & P C §§10131, 10137]

RESPA limits authority to split fees

The Real Estate Settlement Procedures Act (RESPA) prohibits brokers, with two major exceptions, from giving or accepting a referral fee if the broker or his agent is acting as a *transaction agent* in the sale of a one-to-four unit residential property which is being funded by a purchase-assist, federally-related loan. [24 United States Code §2607(a); 24 Code of Federal Regulations §3500.14(b)]

Thus, a broker and his agents are not involved in a RESPA transaction when negotiating the sale, lease, or encumbrance of any of the following types of properties:

- apartment buildings with five or more units;
- commercial buildings;
- agricultural properties;
- business opportunities;
- vacant land (other than those involving one-to-four unit residential construction loans);
- properties containing 25 or more acres;
- leases and rental agreements;
- all-cash transactions; and
- seller carryback transactions where no federally-related loan is originated. [12 USC §2606(a)(1); 24 CFR §3500.5(b)(1)]

Business development and RESPA

A broker and his agents need to develop methods for **generating business**. If not, their *business model* will not produce sufficient numbers of clientele to provide enough earnings to keep them from being driven out of the real estate brokerage profession.

Many methods for finding and soliciting clientele exist. The source of clients most often discussed, and cherished, is the **referral**. In fact, agents not employed by media/franchise brokers are said to live by referrals alone.

Also, brokers cooperate among themselves, as in agent-to-agent referrals between different segments of the brokerage community, such as the referral of a homebuyer by a property manager to an MLS sales agent and vice versa with a prospective tenant.

Brokers and agents in single family residence (SFR) sales rarely develop a client base of homebuyers sufficiently large enough to sustain a decent standard of living from sales fees generated by transactions handled on behalf of these homebuyer clients. Thus, a **business model** for finding and locating clients on a regular basis must include sources other than clients personally located, i.e., found by the broker.

Many methods exist to generate new clients. Advertising through printed and electronic/digital media to solicit clients is fundamental and universally understood and expected by all. Media advertising is a **general blast** at members of the public in an effort to locate those few among them who, at that moment, need the services of a real estate agent.

On the other hand, finding and locating a client becomes a more focused and arduous task when a broker's business model expands beyond exclusive use of media, which develops name recognition for the broker/agents, into the time consuming task of **personally soliciting** clients. In a personal solicitation effort designed as an additional method for generating clientele, the agent places himself and those he induces to act on his (specifically, his broker's) behalf, directly between the prospective client and the employing broker, e.g., when:

- the employing broker "refers" clients directly to his agent;
- an agent takes "floor time" to solicit new clients who call in response to media advertising and the "brand name" the broker has established;
- an agent canvasses a neighborhood or section of the community in a classic on-going *farming operation* to find and solicit new clientele (for his broker); or,
- an agent extends his reach to potential buyers and sellers of SFRs by inducing both licensed and unlicensed individuals to be "team members" who locate and solicit clientele for the agent (again, read that as for the broker), all being activities which comply with both RESPA and Department of Real Estate (DRE) regulations.

It is the employment of unlicensed *locators* of buyers and sellers to extend the reach of the agent to develop business which will bring his earnings to a level sufficient to sustain the standard of living the agent seeks. This is permissible. State and federal regulations addressing the **relationship** between the finder/locator and the broker/agent, and between the public and the finders/locators acting on behalf of the broker/agent, are straightforward and compliance is relatively easy.

All employees of a broker must be hired under **written contracts** of employment. Licensed agents are hired, administrative staff is hired, and finders are hired by brokers. Written contracts are entered into to delineate the responsibilities each has undertaken and to limit their conduct to that permitted by regulations for their different licensed or unlicensed status.

These employments, the finder included, are not casual relationships which the broker/agent develops over time with friends, neighbors, past clientele, or social contacts, a word-of-mouth network of "viral

adverts” generating referrals for which no fee is paid. Employed individuals **generate business** for the broker/agent, the finder being limited by the nature of his employment to locating and soliciting new clientele for the broker/agent.

Fee sharing by a broker under RESPA

RESPA, like a title insurance policy, initially sets out a blanket rule as the starting point for arriving at the final conditions. RESPA’s initial statement is that no **referral fee** can be paid or received by a settlement service **provider** (broker/escrow/lender) who will be rendering transactional services in exchange for compensation in a RESPA sale (mortgage financing on a one-to-four unit residential sale).

Likewise, a title insurance policy’s initial statement proclaims no encumbrance of any type exists on the title being insured. The policy provisions then proceed to list exclusions, exceptions, and conditions which nearly neuter the initial general statement.

Here too, as with all initial statements and generalities, RESPA provides several exceptions allowing fee sharing. These exceptions permit the broker to conduct orderly **business development** which does not violate the RESPA principle of avoiding double dipping (referrals among providers) or surcharges. RESPA’s goal is to prohibit activity which artificially drives up the cost buyers and sellers pay for services needed to close a sale such as occurs with duplicate fees charged for services implicitly covered by the provider’s basic fee.

Two **RESPA exceptions** go to the heart of sourcing new clientele and sharing fees:

- referral fees paid to or received from other brokers, a *horizontal disbursement* from one broker to another, other than by loan brokers or lenders who are or will be involved in a resulting RESPA transaction [24 CFR §3500.14(g)(1)(v)]; and
- fees paid by the broker to the broker-employed licensed sales agents or **unlicensed finders**, a *vertical disbursement* within the broker’s office, not paid to providers or third parties connected or to be connected to a resulting RESPA transaction. [24 CFR §3500.14(g)(1)(vii)]

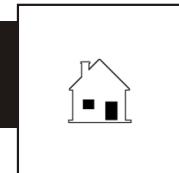
While both of these exceptions to RESPA permit payment of fees under federal law, DRE regulations under California law **limit the conduct** of these individuals when actually rendering services permitted by RESPA.

While the RESPA exceptions allow *fee-splitting* activity, the DRE regulations require the **fee splitting** to be limited exclusively to:

- payments between brokers (who then may split the fee with their agents); or
- payments between a broker and the agents he employs, licensed or unlicensed.

While RESPA allows agents and finders who are employed by a broker to receive fees for **generating business**, the DRE regulations (and statutory/case law) set forth the *limits of conduct* each type of employee of the broker may undertake with the clientele.

To **satisfy RESPA**, the employment of a finder must be under an agreement where the employee-finder is obligated to bring to the broker’s attention **every prospect** located of the sort the broker is looking for. The employee-finder’s sole purpose is to generate business for his broker and does not have the freedom,



FINDER'S FEE AGREEMENT

Prepared by: Agent _____
Broker _____

Phone _____
Email _____

NOTE: This form is used by brokers and their agents to employ an unlicensed individual to locate, solicit and refer or identify persons who need the services of the broker and his agents. [Calif. Business and Professions Code §§10130, 10139]

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

1. In consideration for services to be rendered by Finder, Broker hereby contracts with Finder to refer to Broker a prospective client in need of services as a:

Buyer Lender Borrower
 Owner/Seller Tenant Landlord

2. Finder agrees not to participate in or conduct any negotiations with the prospective client or solicit loans on behalf of the prospective client.

2.1 Finder is not licensed by the California Department of Real Estate.

3. The prospective client is identified as:

Name _____
Address _____
Telephone _____

3.1 Further referrals of other prospective clients may be included in this agreement by an addendum signed by both Broker and Finder. [See **ft** Form 250]

4. The real estate involved, if any, is referred to as

Common address _____
Legal description/Assessor's parcel number _____

5. As compensation for each referral by Finder, Broker agrees to pay Finder the following amount:

- a. \$ _____ for each prospective client.
- b. _____ % of Broker's fee received on the first transaction with each prospective client.
- c. _____ % of the purchase price paid on the first transaction with each prospective client on which Broker receives a fee.
- d. Other: _____

6. Finder's compensation is earned and payable:

- a. On close of the first transaction involving each prospective client.
- b. Other time of payment _____
- c. Should the prospective client not enter into a commissionable transaction through Broker within _____ months after the date that prospective client is identified in writing to Broker, Broker shall owe Finder no compensation.

7. Additional terms and conditions: _____

I agree to the terms stated above.

Date: _____, 20_____

Broker: _____ DRE #: _____

By: _____

Address: _____

Phone: _____ Cell: _____

Fax: _____

Email: _____

I agree to the terms stated above.

Date: _____, 20_____

Finder's name: _____

Signature: _____

Social Security #: _____

Address: _____

Phone: _____ Cell: _____

Fax: _____

Email: _____

by contract, to refer a prospect to just any broker. [24 CFR §§3500.2(b), 3500 Appendix B, examples 11 and 12; **Zalk v. General Exploration Co.** (1980) 105 CA3d 786; see Form 115 accompanying this chapter]

Three classes of finders exist under RESPA:

- **friends or past customers** who pass on tips to brokers and/or sales agents;
- **individuals** who sell “lead lists” to brokers; and
- **bona fide employees** of brokers who generate business for their employing broker, classified as *financial services representatives (FSRs)*. [24 CFR §3500 Appendix B, example 12]

Entitlement to a fee under RESPA

Finders are also entitled to a fee for referrals under RESPA, dependent upon the type of finder they are and whether RESPA controls.

A friend or past customer type of unlicensed finder who is not under contract and therefore not employed by a broker would not be entitled to a finder’s fee if the broker to whom a new client was referred provided settlement services on a RESPA-controlled transaction. If RESPA did not control, this type of finder would be entitled to a fee under California law.

A *bona fide employee*, such as a FSR, of a broker is not barred from collecting a fee or salary from his employer-broker since employed individuals are exceptions to RESPA.

A person who sells lead lists are also able to legally collect a fee under both RESPA and non-RESPA transactions. Lead lists are considered “goods” and are perfectly legal in California, as well as under the RESPA exception for goods actually furnished. [24 CFR §3500.14(g)(1)(iv); see DRE Real Estate Bulletin, Spring 2006]

Referral fees prohibited	to other	fiduciaries
--------------------------	----------	-------------

Anyone can be a paid finder, unless barred by professional regulations or code-of-ethics or conflict-of-interest policies controlling an individual’s conduct.

For instance, a licensed agent registered with the DRE as an employee of a broker cannot be a finder. The agent is employed to solicit clients on behalf of his broker, not others. In turn, only his broker can receive a fee generated by the agent’s real estate licensed activities. On the employing broker’s receipt of a fee, the fee is split with the agent under their written employment agreement. [Bus & P C §10132; Department of Real Estate Regulations §2726]

Certified public accountants (CPAs) are barred by regulation from being paid as finders and receiving a fee for the referral of their clients to others. [16 Calif. Code of Regulations §56]

A finder who advertises to locate leads he will place or refer to a broker or principal must not hold himself out as also rendering services which require a broker’s license. [Bus & P C §10139]

Thus, a finder may advertise as a “referral service.” He may state he will **place** an interested party with a broker or principal, or **refer** a principal to a match sought for a real estate transaction.

The finder's fee bargain

Generally, a *finder's fee* is a lump sum amount or a percentage of the fee received by the broker on a transaction which is closed due to the finder's referral. Only sound economics controls the amount of the fee a broker, agent or principal should pay a finder for a lead. Also, no limit is placed on the volume of referral business conducted by a finder.

For instance, a broker can compensate his finder with:

- a salary;
- a percentage fee; or
- a lump sum basis per closing. [Zalk, *supra*]

Also, while brokers may, finders may not collect advance fees from principals. *Advance-fee operators*, masking themselves as finders for principals, sometimes collect fees "up front," a prohibited activity for an unlicensed individual. [Bus & P C §10131.2]

Entitlement to a fee under California law

A finder is entitled to a fee as an unlicensed individual if he solicits, locates, places, introduces, or delivers up names of prospective clients to a broker or principal. [Tyrone, *supra*]

A finder's fee agreement entered into between a **finder and a principal** regarding the finder's referral services must be **evidenced in a writing** signed by the principal who employed the finder. If not, the finder cannot enforce his fee agreement with the principal. [Calif. Civil Code §1624(a)(4)]

However, the principal's **use and benefit** of a finder's referral under an oral finder's fee agreement, such as closing a sale with an individual referred by the finder, will substitute for a written agreement. [**Tenzer v. Superscope, Inc.** (1985) 39 C3d 18]

Conversely, oral fee agreements between a **broker** (or his agents) **and a finder** are enforceable. No written agreement is required between a broker (or his agents) and a finder. However, a writing memorializes the agreement as documentation against memories to the contrary, and in conformance with DRE regulations. [See **first tuesday** Form 115]

Consider a nonlicensed individual who enters into an oral agreement with a broker to introduce the broker to prospective buyers or sellers in return for 10% of the broker's earnings on any transaction put together with the "lead."

The finder introduces the broker to prospects who close transactions with the broker. The broker refuses to pay the finder the agreed-to compensation since the oral agreement is not evidenced in a writing signed by the broker who retained him.

However, the finder can enforce the broker's oral fee agreement. Oral fee-sharing agreements between brokers or finders are enforceable. [**Grant v. Marinell** (1980) 112 CA3d 617]

SECTION C

Property Conditions and Disclosures



Chapter 21

Due diligence obligations

This chapter focuses on the due diligent conduct owed a seller or buyer on the exclusive employment of a broker and his sales agents.

The duty owed to clients

Every exclusive listing agreement entered into by an agent on behalf of his broker is an employment which creates a client relationship. The employment imposes **special agency (fiduciary) duties** on the broker and the agent, owed to the client, to use *due diligence* in a continuous effort to meet the objective of the employment, be it to buy, sell, lease or finance an interest in real estate. [See **first tuesday** Form 102 §1.2]

The promise of **due diligence** is the consideration a broker and his agents give their client to render services in exchange for employment as the *exclusive representative* of the client to locate the “match” sought by the client. If the promise to use diligence in the employment is not stated in the exclusive listing agreement, it is **implied** as existing in the relationship.

The broker with authority to be the exclusive representative of a client must take reasonable steps to promptly gather all *material facts* about the property in question which are **readily available** to the broker or the broker’s agent. After gathering factual information about the integrity of the property, the broker’s agent proceeds to do every reasonable and ethical thing to pursue, with utmost care, the purpose of the employment.

In contrast to an exclusive listing, a broker and his agents entering into an **open listing** are not committed to render any services at all. The broker and his agents only have a *best-effort obligation* to act on the employment.

However, when an agent holding an open listing enters into preliminary negotiations, such as an exchange of property data, a due diligence obligation arises to provide the utmost care and protection of the client’s best interests. Having **acted on the open listing**, the agent must now inspect the property and gather all readily available information on the property under consideration.

Once the agent actually begins to perform services under an open listing entered into by a buyer or seller, the agent has **acted on the employment** and the due diligence standards of duty owed to the client apply to his future conduct.

The listing broker becomes the buyer

Consider an agent employed under a listing agreement to locate a buyer for the listed property.

The agent prepares a purchase agreement naming himself as the buyer and submits it to the seller. The agent states the price offered is the fair market value of the property. Based on this representation, the seller agrees and enters into the purchase agreement.

Prior to the close of escrow on his purchase, and still within the listing period, the agent locates a buyer who agrees to pay the agent for an assignment of the agent’s right to buy the property under the purchase agreement entered into with the seller. The amount paid to the agent for the assignment is equal to 10% of the price stated in the purchase agreement.

When the agent asks the seller to consent to the assignment and substitution of a new buyer under the purchase agreement and escrow instructions, the agent tells the seller the buyer is buying the property for no more than the purchase price stated in the purchase agreement. The seller, based on the agent's representation of the amount paid for the property by the substituted buyer, agrees to the assignment of the agent's right to buy the property.

After escrow closes, the seller discovers the buyer paid the agent a higher purchase price in the form of an *assignment fee* on top of the price agreed to in the purchase agreement between the agent and seller.

The seller makes a demand on the agent for the assignment fee, as an undisclosed secret profit, and for a return of the commission paid. The seller claims the agent breached his fiduciary duty since the agent failed to disclose the profit he received as a result of his employment under the listing agreement, depriving the seller of his ability to sell his property for its highest possible value.

The agent claims he had no duty to disclose the profit taken for the assignment since his status under the purchase agreement was as a principal with an interest in the property he could sell.

Does the agent have a duty arising out of the listing agreement to disclose to the seller the profit taken on the assignment of the agent's right to buy the listed property?

Yes! The **agency relationship** created by the listing agreement was **not extinguished** by the purchase agreement entered into by the seller and the agent as the buyer. The agent owed the seller a duty upon entering into a listing agreement to get the seller the highest possible price for the property and to disclose any and all compensation or profit made as a result of becoming the seller's agent.

The agent, due to the listing, owes the seller all of his benefits received on the transaction, including the assignment fee and the brokerage fee he received. Further, the Department of Real Estate (DRE) Commissioner may revoke his license for taking compensation which was not disclosed. [Roberts v. Lomanto (2003) 112 CA4th 1553; Calif. Business and Professions Code §10176(g); see **first tuesday** Form 401-2; see Form 119 accompanying this chapter]

Diligence includes the advice and counsel the agent gives the client about the property, the market pressures, impending negotiations and their consequences which affect the client's position.

Maintaining the client file

Typically, the agent who produces a listing (and thus his broker's right to a fee) becomes the agent in the broker's office who is responsible to the broker for the care and maintenance of the client's file.

On entering into a listing, a **physical file** must be set up to house information and document all the activity which arises within the broker's office due to the existence of the listing. For example, the file on a property listing should at least contain the original listing agreement, its addenda and all the property disclosure documents the seller and listing agent provide to a prospective buyer before the seller accepts an offer to buy.

The file needs an **activity sheet** for entry of information on all manner of file activity. Any paperwork, notes, messages, billings, correspondence, email printouts, fax transmissions, disclosure sheets, worksheets, advertising copy, tear sheets, copies of offers/counteroffers and rejections, and all other related documentation are to be kept in the file. Nothing occurs as a result of the client employment which is not to be put in and retained in the file.

	COMPENSATION DISCLOSURE IN A REAL ESTATE TRANSACTION <small>(California Business and Professions Code §10176(g), DRE Reg. 2904)</small>		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____	

NOTE: A Broker and his agents, when negotiating a real estate transaction, are mandated to disclose to the party they represent (client) the form, total amount, and source of all compensation and economic benefits they anticipate receiving for any service or from any person or provider as a result of their client's entry into a real estate related transaction. This form is used to disclose compensation not disclosed in other documentation held by the client.

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

FACTS:

1. This disclosure is made in connection with the following agreement:

<input type="checkbox"/> Purchase Agreement	<input type="checkbox"/> Exchange Agreement
<input type="checkbox"/> Escrow Instructions	<input type="checkbox"/>

 1.1 of the same date, or dated _____, 20_____, at _____, California,
 1.2 entered into by _____, as the Buyer, and _____, as the Seller,
 1.3 _____, _____.
 1.4 regarding real estate referred to as _____.
2. The client represented by the undersigned Broker with regards to the above referenced agreement is the Buyer, Seller, or both Buyer and Seller.

DISCLOSURE OF COMPENSATION:

3. Broker provides the following information as a disclosure to the client of all compensation and economic benefits to be received as a direct or indirect result of the client's entry into the above referenced agreement and not previously disclosed by Broker and his agents.

Source of compensation (Seller, Lender, etc.)	Form (cash, membership, etc.)	Amount (dollar values)
3.1		\$ _____
3.2		\$ _____
3.3		\$ _____
3.4		\$ _____

4. Other disclosures of direct or indirect compensation or economic benefits may have previously been made, such as exists for controlled business arrangements and conflicts of interest. [See **ft** Forms 519 and 527]

BROKER:

5. I certify that the above information is true and correct and represents all compensation not previously disclosed that Broker and his agents anticipate receiving in the above referenced transaction.

Date: _____, 20_____ Broker's Name: _____ DRE #: _____

By: _____

Name: _____ Title: _____

CLIENT: I have received a copy of this disclosure. See attached Signature Page Addendum [**ft** Form 251]

Date: _____, 20_____

Name: _____ Name: _____

Signature: _____ Signature: _____

If the source of the compensation is connected to the origination of a loan in the above referenced agreement, the other party to the agreement must also acknowledge receipt of a copy of this disclosure.

PARTY other than client: I have received a copy of this disclosure.

Date: _____, 20_____

Name: _____ Name: _____

Signature: _____ Signature: _____

The file is the **broker's file**, not the listing agent's file, although it will likely remain with the listing agent until close of a sale on the listed property or the listing expires unrenewed. The agent hands the broker the completed file on close of escrow, usually a **condition precedent** to payment of the agent's share of the fee received by the broker.

Guidelines and checklists

Guidelines used to build a file's content are available in the many forms, such as checklists prepared by a broker or his listing coordinator, a transaction coordinator's (TC's) closing checklist, escrow worksheets, work authorization forms, advance fee and advance cost checklists, or income property analysis forms. [See **first tuesday** Form 403]

Checklists belong in the file to be reviewed periodically by the agent, office manager, TC or employing broker for work which can be done to better service the listing and earn a fee.

This chapter discusses some — but certainly not all — steps a broker and his agent might undertake to fulfill their employment responsibilities owed to the client. They include:

1. A **property profile** of the seller's title from a title company in order to identify all owners needed to list, sell and convey the property.
2. A **condition of property** disclosure sheet (Transfer Disclosure Statement) filled out and signed by the seller. [See **first tuesday** Form 304]
3. A **home inspection report** (by a home inspector) paid for by the seller and attached to the condition of property statement (TDS) before the listing agent signs the TDS.
4. A **natural hazard disclosure** (NHD) on the property from a local agency or a vendor of NHD reports, paid for by the seller, and reviewed and signed by the seller and the listing agent. [See **first tuesday** Form 314]
5. An **annual property operating disclosure** (APOD) statement covering the expenses of ownership and any income produced by the property, filled out and signed by the seller, together with a rent roll and copies of lease forms which the owner uses, to be included in the listing package only after reviewing the seller's data. [See **first tuesday** Form 352 and 562]
6. Copies of all the Covenants, Conditions and Restrictions (CC&Rs), disclosures and assessment data from any **homeowners' association** involved with the property. [See **first tuesday** Form 150 §11.9]
7. A **termite report** and clearance paid for by the seller.
8. Any replacement or **repair of defects** noted in the home inspection report or on the TDS, as authorized and paid for by the seller.
9. An occupancy **transfer certificate** (including permits or the completion of retrofitting required by local ordinances) paid for by the seller.
10. A statement on the amount and payment schedule for any special district property **improvement bonds** which are liens on the property (shown on the title company's property profile).
11. A **visual inspection** of the property and a survey of the surrounding neighborhood by the listing agent to become informed about readily available facts affecting the marketability of the property.
12. **Advising** the seller about the marketability of the listed property based on differing prices and terms for payment of the price, and for property other than one-to- four residential units, the financial and tax consequences of various sales arrangements which are available by using alternative purchase agreements, options to buy, exchange agreements and installment sales.

13. A **marketing (listing) package** on the property compiled by the listing agent and handed to prospective buyers or buyer's agents before the seller accepts any offer to purchase the property, consisting of copies of all the property disclosures required to be handed to prospective buyers or the buyer's agent by the seller and listing broker.
14. A **marketing plan** prepared by the listing agent and reviewed with the seller for locating prospective buyers, such as by distributing flyers, disseminating property data in multiple listing services, newspapers and periodicals, broadcasts at trade meetings attended by buyer's agents, press releases to radio or television, internet sites, posting "For Sale" signs on the premises, hosting open house events, posting on bulletin boards, mailing to neighbors and using all other advertising media available to reach prospective buyers.
15. A **seller's net sheet** prepared by the listing agent and reviewed with the seller each time pricing of the property is an issue, such as when obtaining a listing, changing the listed price, reviewing the terms of a purchase offer or when substantial changes occur in charges or deductions affecting the net proceeds from a sale since the net sheet discloses the **financial consequences** of the seller's acceptance of a purchase agreement offer. [See **first tuesday** Form 310]
16. Informing the client of the listing agent's **sales activities** by weekly communications advising what specifically has been done during the past several days and what the listing agent expects to do in the following days, as well as what the seller can do in response to comments taken by the listing agent from buyers and their agents, and to changes in the real estate market.
17. Keeping records in a client file of all activities and documents generated due to the listing.

Duty to DRE to keep records

All records of an **agent's activities** on behalf of a buyer or seller during the listing period must be retained by the agent's broker for three years. [Bus & P C §10148]

The **three-year period** for retaining the buyer's or seller's activity file for Department of Real Estate (DRE) review begins to run from the closing date of a sale or, if a sale does not occur, from the date of the listing.

The records must be available for inspection by the Commissioner of Real Estate or his representative, or for an audit the Commissioner may order.

Advising the seller

An agent, on behalf of his broker, solicits an owner of a run-down (depreciated) single-family residence to list the property for sale.

After gathering and analyzing data on comparable sales, the agent advises the seller that the present condition of the property justifies a listing price of no more than \$230,000.

However, the agent believes the property will sell for \$300,000, an additional \$70,000 in price, if the seller is willing to spend \$15,000 to \$20,000 to correct deferred maintenance and eliminate some obsolescence.

Also, the agent is aware the current demand by buyers of a residence in this price range consists mostly of individuals who are looking for a ready-to-occupy home, with few speculators looking for "fixer-uppers" they can restore and resell at a profit.

The agent determines the seller has the funds needed to correct the defects and appearance of the property. Based on market demands and housing prices, the agent advises the seller to invest the time, effort and money to fix up the property. However, the seller is not now willing to invest funds to fix up the property.

Rejecting the agent's advice, the seller agrees to list the property for sale at \$230,000 and sell it in its present condition, after full disclosure of the property's condition by including a home inspection report.

Since the client has rejected the agent's advice, does the agent now need to explain the reasoning behind his advice?

Yes! Professionals are liable for their failure to explain the **rationale** behind their advice and the **consequences** which can result when advice is rejected. Here, the agent needs to advise the seller (and confirm in a memo) that the resale value of the property after the property has been fixed up for sale will increase. So, when it is fixed up by a buyer and resold at a far greater price, the broker and his agent have evidence they advised the client about the consequences (costs) of this inaction. [Truman v. Thomas (1980) 27 C3d 285]

Advice and consequences

In a real estate transaction, brokers and their agents must be certain who is their **client**. Likewise, they must determine who is not their client, but is a **customer** with whom the broker is directly negotiating or who is represented by another broker. Only a general duty to deal fairly and honestly is owed to a customer.

For example, the *general duty* owed a perspective buyer by a listing agent regarding property disclosures does not include advice on what investigations, audits or additional reports on the disclosed defects are available, or what reasons the agent may have to believe they should be obtained by a prudent buyer.

Further, a listing agent does not owe a duty to the prospective buyer to explain the consequences of the customer's **failure to further investigate** or analyze adverse facts disclosed by the agent. Investigations and inquiries are the **customer's duty of care** owed to himself to exercise concern for the protection of his own interests.

Also confusing for customers is the purpose behind the brokerage community's use of pre-printed suggestions, recommendations, and disclaimers of responsibilities, few of which are relevant to any one transaction. They are typically handed to each person in a sales transaction by the listing agent with a demand the parties acknowledge receipt of the preprinted, boilerplate and mostly irrelevant advice, called *advisory disclaimers*.

When a listing agent hands these advisory disclaimers to a third-party customer, such as a prospective buyer, the advisory provides a disclosure of the services available to the customer (by other than the listing agent). The advisory disclaimers **recommend** that the buyer independently check out and determine the consequences of the property information disclosed by the listing agent and undertake efforts to protect his interests in the transaction (whether or not he has retained a broker to do so).

Advising the buyer

However, a buyer is entitled to far more assistance from his agent than the naked suggestions or recommendations contained in **advisory disclosures** about the availability of services. The duty of the buyer's selling agent goes well beyond the listing agent's limited disclosure obligations.

If these boilerplate advisory services were contracted for, the buyer would be provided with an independent analysis of the property and the transaction.

Here, the buyer's broker and his agent, acting on behalf of a buyer, must use the advisory statement of recommended investigations as a **checklist** of activities from which the buyer's agent will select those services he believes his buyer should undertake to protect the buyer's interests.

More importantly, services the buyer's agent has **reason to believe** the buyer should engage must be made the subject of *contingency provisions* in the purchase offer. Thus, the buyer's agent allows the buyer (and himself) an opportunity and the time needed to investigate and analyze the agent's concerns prior to closing.

For example, a buyer's agent has an affirmative duty of care to protect his buyer by pointing out why a recommended activity or inquiry needs to be undertaken in a transaction when the activity may uncover a situation which, if it exists, must be dealt with prior to closing. If it were otherwise, the conditions suspected by the buyer's agent to exist would interfere with the buyer's use and successful ownership of the property after closing.

A residential broker and his agents nearly always know more about one-to-four unit residential property conditions and the transactional aspects (legal, financial and tax) which will affect the client than the client does. With this knowledge of facts and inclinations about the property, the parties, available services, the documents involved and the provisions they contain, agents have insight into the need for a particular investigative report. The reports would address problems the agent suspects might exist which would have an adverse impact on the client's sale or use of the property.

The buyer's agent using an advisory statement of recommended activities as a checklist will:

- determine which of the itemized activities his buyer should undertake before closing;
- help the buyer weigh the probability of discovering undisclosed defects or conditions which would have consequences adverse to the buyer's objectives; and
- help the buyer analyze the risk of loss should defects of the type suspected be discovered after closing.

Chapter 22

The listing agent and the prospective buyer

This chapter distinguishes a listing agent's limited, nonfiduciary general duty from a buyer's agent's special fiduciary agency duty owed to all prospective buyers.

General duty to voluntarily disclose

A listing broker and his agents have a special fiduciary agency duty, owed solely to a seller who has employed the broker, to diligently market the listed property for sale. The objective of this employment is to locate a prospective buyer who is ready, willing and able to acquire the property on the listed terms.

On locating a prospective buyer, either directly or through a buyer's agent, the listing agent owes the prospective buyer, and thus also the buyer's agent, a limited, non-client *general duty* to voluntarily provide information on the listed property, called disclosures. What is limited about the duty is not the extent or detail to which the listing agent may go to provide information, but the **minimal quantity of fundamental information** and data about the listed property which must be handed to the prospective buyer or the buyer's agent.

The information disclosed by the listing agent need only be sufficient enough in its content to place the buyer on notice of facts which may have an adverse effect on the property's value or the buyer's use.

Thus, the disclosure obligations of the listing agent to voluntarily inform prospective buyers about the fundamentals of the listed property act to limit the listing agent's ability to engage in any conduct or means at hand to exploit the prospective buyer. The listing agent may not:

- deliver up less than the minimum level of information to put the buyer on notice of the property's fundamentals;
- give unfounded opinions or deceptive responses in response to inquiries; or
- stifle inquires about the property while in the vigorous pursuit of the best financial advantage obtainable for the seller.

Gathering facts on adverse features

The methods for gathering *adverse facts* about the property's fundamental characteristics, as well as those facts which enhance value, which the listing agent is specifically required to disclose on the sale of a one-to-four unit residential property, include:

- conducting a **visual inspection** of the property to observe conditions which might adversely affect the market value of the property and to enter any observations of adverse conditions on the seller's Condition of Property (Transfer) Disclosure Statement (TDS) — if not already noted on the TDS by the seller or if inconsistent with the seller's disclosures, regardless of whether a home inspector's report has been or will be obtained by the seller [Calif. Civil Code §2079];
- assuring seller compliance with the **seller's duty** to deliver statements to prospective buyers as soon as possible, i.e., disclosing a variety of routine facts about natural hazards (NHD), the condition of the property (TDS), environment hazards (TDS), Mello-Roos liens, lead-based paint, neighborhood industrial zoning, occupancy and retrofit ordinances, military ordnance locations,

condo documents, etc., by providing the seller with statutory forms at the listing stage to be filled out, signed by the seller, and returned to the agent for inclusion in the marketing package to be handed to prospective buyers;

- reviewing and confirming, without further investigation or verification by the listing agent, that all the information and data in the disclosure documents received from the seller are consistent with the listing agent's knowledge about the information and data, and if not, correct the information and data, and if the listing agent has reason to believe information might not be accurate, either investigate and clarify the information or disclose his uncertainty about the information to the seller and the prospective buyer in the documents;
- advising the seller on **risk avoidance procedures** by recommending the seller obtain third-party inspections of the property's condition and its components (roof, plumbing, septic, water, etc.), to **reduce the exposure** to claims by a buyer who might discover deficiencies in the property not known to the seller or the listing agent or worse, they were known and not disclosed **prior to acceptance** of a purchase agreement, and on discovery make a demand on the seller (and the broker) to correct the defects or reimburse the buyer for the costs incurred to correct them; and
- responding to inquiries by the prospective buyer or buyer's agent into conditions relating to any aspect of the property with a full and fair answer of related facts known to the listing agent which are or might be considered detrimental to the value of the property and does so without suppressing further investigation or inquiry by the buyer or the buyer's agent since the inquiry itself makes the subject matter a material fact about which the prospective buyer may want more information before completing negotiations or acquiring the property.

The pass-through of filtered information

A listing agent's statutory duty owed to prospective buyers to disclose facts about the integrity of the physical condition of a listed one-to-four unit residential property is limited to his prior knowledge about the property and the observations he made while conducting his *mandatory visual inspection*. To complete the disclosure process, the listing agent serves as a conduit through which property information provided by the seller is filtered before the listing agent passes it on to the prospective buyer.

Accordingly, all property information received from the seller must be reviewed by the listing agent for any inaccuracies or untruthful statements known or suspected to exist by the listing agent. Corrections or contrary statements by the listing agent necessary to set the information straight must be included in the document or the document corrected before the information may be used to market the property and induce prospective buyers to purchase.

The extent to which disclosures about the physical condition of the property must be made is best demonstrated by what the listing agent is **not obligated to provide**. All else adversely affecting value and known to the listing agent must be brought to the attention of prospective buyers.

On the other hand, buyer's agents must understand that listing agents have no duty to investigate any of the information or data disclosed as provided by the seller — the listing agent need not make an effort to authenticate its accuracy or truthfulness before passing it on to the prospective buyer.

However, as a minimum effort to be made before handing a prospective buyer information received from the seller, the listing agent must:

- review the information received from the seller;

- include comments about the agent's actual knowledge and observations he made during his visual inspection of the property which expose the inaccuracies, inconsistencies, false nature or omissions in the seller's statements; and
- identify the source of the information as the seller.

The dumb agent rule for SFRs

A listing agent on a one-to-four unit residential property owes **no affirmative duty** to a prospective buyer to gather or voluntarily provide the prospect with any facts unknown to the listing agent about:

- the property's *title conditions*, consisting of encumbrances which a preliminary title report would disclose, such as easements, Covenants, Conditions and Restrictions (CC&Rs), legal descriptions, trust deed provisions, etc., other than assuring compliance by the seller with disclosures about liens for improvement district bonds, such as Mello-Roos bonds;
- the **operating expenses** for the property (and any tenant income) the buyer will experience during ownership, such as utilities, sanitation, property taxes, yard and pool maintenance, insurance, etc., except the statutory disclosures the seller must make about any fire hazard clearance requirements which exist due to the property's location (NHD) [see **first tuesday** Form 314];
- the **zoning** or other **use restrictions** which may affect the buyer's future use of the property, except for the existence of industrial zoning which affects the property, and nearby military ordnance locations;
- the **income tax aspects** of the buyer's acquisition (or seller's disposition) of the property, such as limitations on interest deductions, avoidance of profit tax by exclusion or exemption on the sale of other property (on which the purchase of the listed property may be contingent);
- the **suitability of the property** based on the facts disclosed to actually meet the buyer's objectives in the acquisition, be they financial, legal, possessory, etc.; and
- information or data on any **mixed use** of the property, such as acreage included in the purchase for use as subdividable lands, groves or other farming operations, or for use for tenant income or as a vacation rental.

Further, the listing agent owes no duty to prospective buyers to give advice, make recommendations, offer suggestions, comment on the extent of the adversity of the (adverse) facts disclosed, offer assistance (locate boundaries), investigate (due diligence), state an opinion or explain the effect on the buyer of any facts about the property's physical, natural or environmental conditions which have been provided by the listing agent.

However, **when asked** by the prospective buyer or a buyer's agent about any aspect, feature or condition which relates to the property or the transaction in some way, the listing agent is duty-bound to respond fully and fairly to the inquiry. The response must include material facts known to the listing agent about the subject matter of the inquiry and be free of half-truths and misleading statements.

Conversely, it is the buyer or the buyer's agent who has a **duty to care for and protect** the buyer's best interests in the purchase of property. The buyer's agent, not the listing agent, must determine what due diligence efforts are necessary to learn the extent to which the facts disclosed by the listing agent interfere with the buyer's expectations for the use and enjoyment of the property before allowing the buyer to make the decision to purchase or close escrow.

Opinions in lieu of factual investigations

Consider a listing agent of a residence who is asked by a prospective buyer to point out the location of the boundaries for the lot on which the home is located. The agent does not provide the buyer with the metes and bounds description contained in subdivision maps or tells the buyer to investigate the location of the boundaries himself. Instead, the agent says the boundaries are represented by a fence which surrounds the property — an absolute statement, indicating fact rather than opinion.

The buyer further indicates he intends to have a pool built for the use of his family if he acquires the property.

The listing agent does not respond to the buyer's statement about his intent to build a pool. The agent has no actual knowledge of easements or zoning ordinances which could adversely affect implementation of the buyer's intended future use of the property.

Further, the buyer asks the seller to confirm whether the fences are the outside parameters of the property. The seller indicates the fences demarcate the division line between the properties.

Without further investigation, a purchase agreement is entered into by both the prospective buyer and the seller.

In preparation of the purchase agreement offer, the agent does not include a **contingency provision** to provide the buyer with an opportunity to verify the location of the boundaries or to confirm his ability to obtain a permit to build a pool as a condition for closing escrow.

Prior to closing, the title company does not ask for nor is a surveyor brought in to establish the boundaries. Neither the local planning department nor a pool contractor is consulted about the ability to obtain a permit to build a pool.

The actual facts place the location of the rear fence several feet beyond the property line, giving the rear yard the actual appearance of having sufficient room to accommodate a pool, which it will not. Also, an easement for water lines and a sewer line runs across the entire rear of the property, as well as along one side of the home allowing these services to be supplied to a rear, uphill property.

Here, the buyer acted in reliance on the agent's (and seller's) opinion about the location of the boundaries in his decision to close escrow. As a result, liability for the boundary discrepancy will be imposed on the agent for his failure to conditionalize his statement about the location of the boundaries.

Without qualifying his statement, the agent misrepresented the actual location of the boundaries. He should have either identified the source of the information as coming from the seller or included a contingency provision for the buyer's further approval of the location of the fence and ability to build a pool.

Further, the agent, due to his lack of actual knowledge of the easements, has **no liability exposure** for his failure to disclose the easements (unknown to him) which further interfered with meeting the announced interest of the buyer to build a pool. The listing agent did not owe the buyer a duty to advise him of the need to check title for any easements or restrictions which might interfere with the construction of a pool until the buyer made an inquiry.

The listing agent conducted a visual inspection of the property and observed nothing which indicated the existence of an easement. Further, he knew nothing about any such easement and, importantly, had no duty to investigate the condition of title or zoning since they are public records and go beyond observations resulting from a visual inspection.

Reliance on unconditional statements

Since the buyer made an inquiry (boundaries) and announced an intended use of the property (improvement), the information about the subject matter of the inquiries and the announced use became material facts. When a listing agent responds, as he must, to an inquiry by a prospective buyer and gives information without conditionalizing his statement, the buyer may rely on the information and proceed to acquire the property without further confirmation of the accuracy or truthfulness of the information.

Here, due to the inquiry, the listing agent should have included a **contingency provision** in the purchase agreement. Then, the buyer would have been required as a condition of closing to further investigate and approve by waiving the contingency as satisfied. Thus, if the results of the buyer's (or the buyer's agent, if he had one) due diligence investigation into the feasibility of constructing a pool (and the location of the boundaries) were not satisfactory to the buyer, he could have cancelled the transaction.

Without the inquiry from the buyer, the listing agent would not have volunteered his opinion about the location of the boundaries. Thus, without the inquiry he would not have gone beyond his minimum required disclosures about the physical condition of the property. Once he did respond to the request of the buyer, a contingency provision for further approval of the condition included in the purchase agreement would have avoided the dispute (and possibly the sale).

In response to an inquiry

A listing agent on a one-to-four unit residential property owes no duty to a prospective buyer to address the existence, much less the nature, of an easement located on the listed property since they are public records.

However, when the listing agent responds to an inquiry by the prospective buyer by providing information on the easement, he must state fully and fairly, without deceptive or misleading wording, his knowledge about the easement.

Further, he must:

- identify the source of his information if he has not confirmed its accuracy or correctness; or
- condition his response in such a way as to prevent the prospective buyer from justifying any reliance on the information without further investigation.

Consider a prospective buyer who has no experience in real estate matters. The prospective buyer deals directly with the listing agent of a property which seems suitable to the buyer. The prospective buyer observes a 30-foot easement on the subdivision map running the entire width of the frontage to the property. When the buyer asked about the easement, the listing agent explained it is "for those water lines you find on the curb of the street, it is nothing to worry about."

The prospective buyer decides to buy the property and build a home on it. In escrow, the preliminary title report (prelim) also reflects the easement. On further inquiry by the buyer, the listing agent again assures the buyer the easement is on the front side of the lot and is not a problem due to the large setbacks.

After close of escrow and commencement of construction of a residence, the local water company digs a ditch 16 feet deep and installs a major waterline. The interference of the easement causes the buyer to relocate his driveway to the side street entrance since placing the driveway over the easement would require the buyer to remove it at his expense should the water company again need to access the easement in the future.

The buyer makes a demand on the listing agent for lost value paid for the property. The buyer had relied on the listing agent's representation that the easement presented no problem to his use of the property, when in fact it did.

Here, the listing agent, having responded to an inquiry from the prospective buyer on the nature of the easement, must be candid in his explanation of the significance of the buyer's limited ability to use the portion of the lot burdened by the encumbrance of the easement. Instead, the listing agent gave evasive answers calculated to stifle and avoid the buyer's further investigation.

The buyer's inquiry is entitled to a response based on the listing agent's working knowledge of the underlying facts or identification of the source of the information given. If the listing agent lacks sufficient knowledge to comment, he is duty-bound to say so.

Ads based on seller information

A listing agent may use information obtained from a seller concerning the size of a property in an **advertisement** offering property for sale, such as stating a parcel contains more than one acre or a home contains 5,000 square feet. The listing agent does not need to investigate whether this information is accurate as long as it is not known to the agent to be false, nor does the agent need to identify the seller as the source of the data.

As for the advertisement used to locate buyers, the figure given must be consistent with the observations made by the listing agent while conducting his visual inspection of the property. However, the listing agent is not required to measure the property or check the public records when using information in an advertisement.

Conversely, in *response to an inquiry* from a prospective buyer expressing an interest or concern about the size of a parcel or improvement, the listing agent must either confirm the accuracy and report on the area or size, or attribute the information to his source.

For income-producing property, the operating income and expense data received from the seller can be passed on to the buyer or the buyer's selling broker and agent by the listing agent without either confirming its accuracy or disclaiming any responsibility for its correctness, so long as the source is identified.

However, no matter how the data is presented to the prospective buyer, the listing agent is the conduit for information received from the seller. The listing agent must first review it and, if he has no knowledge the data might be suspect, inaccurate or a misrepresentation, provide it to the prospective buyer and indicate the seller is the source of the data.

By identifying the source of the information, the listing agent demonstrates the information **does not constitute the opinion** of the listing agent.

Sufficient notice to alert the buyer

Consider a listing agent of a condominium unit who is aware other units in the project have suffered water intrusion damage. Also, he is aware the homeowners' association (HOA) has filed a lawsuit against the developer to recover the cost of repair for the water intrusion damage in the affected units.

The agent conducts his statutorily mandated visual inspection of the unit, but finds no visible signs of water damage in the unit. The seller claims none exist.

A prospective buyer is located who is not represented by a broker. The seller's Condition of Property disclosure (TDS), which includes the listing agent's observations, is handed to the buyer.

The TDS discloses the seller and the listing agent know of no water intrusion damage in the seller's unit.

Further, the listing agent advises the prospective buyer about the existence of HOA litigation over water intrusion damage in other units within the project. The buyer does not further inquire or comment on the HOA litigation or water damages to the project.

The buyer then makes an offer to purchase the property as prepared by the listing agent. The offer contains wording acknowledging the buyer's awareness of the HOA's water intrusion lawsuit and receipt of the TDS, as well as other mandated disclosures.

Later, the listing agent receives newsletters and minutes from the HOA's meetings which further discuss the previously disclosed water intrusion problems. The listing agent also reads the HOA's complaint against the developer. The documents contain no new information and are not brought to the attention of the buyer.

Escrow closes and the buyer moves into the unit. Later, the buyer discovers pre-existing water intrusion damage to the unit.

The buyer claims the listing agent owed him a **general duty** to pass on all documents known to exist concerning the extent of the water intrusion damage in the development, such as the newsletters, minutes from the HOA meetings and a copy of the lawsuit filed by the HOA.

Did the seller's listing agent sufficiently inform the buyer about the water intrusion problem to place the buyer on notice that a water intrusion problem existed?

Yes! The listing agent disclosed the essential facts necessary to notify the buyer about the water intrusion damage. Once informed of the potential problem within the project, it was the buyer's duty (or the buyer's agent's duty) to exercise reasonable care to protect the buyer.

With notice of the problem, any further details concerning the extent or nature of the water intrusion were readily ascertainable by the buyer on request of the listing agent, the HOA or a third-party investigator. It was not the duty of the listing agent to also advise the prospective buyer to investigate the consequences of the facts disclosed before deciding to buy. [**Pagano v. Krohn** (1997) 60 CA4th 1]

Also consider a seller who previously received a Solar Shade Control Notice from his neighbor, who subsequently installed a solar energy collector on the neighbor's property.

While the seller is not mandated by law to voluntarily give a copy of the notice to any prospective buyer, the listing agent should have the seller hand the notice to the buyer or the buyer's agent when delivering the TDS.

A prudent buyer's agent will likely include a solar shade notice contingency in the purchase agreement. [See **first tuesday** Form 150 §11.12]

Trees or shrubs which shade more than 10% of a neighbor's solar energy collector can be deemed a nuisance by the neighbor. Having the seller voluntarily give a copy of the notice to the buyer protects the

seller and the listing agent from claims of misrepresentation by omission. The basic information gives the buyer sufficient notice to alert him to conditions which might affect the buyer's future use of the property. [Calif. Public Resources Code §25982.1]

Editor's note — If the seller sent notices to neighbors prior to installing a solar energy collector, he should voluntarily provide the buyer who purchases the property with a list of everyone he sent the notice to.

Timely disclosures are made prior to acceptance

Consider a buyer's selling agent who represents a prospective buyer of a one-to-four unit single family residence (SFR). The selling agent makes an inquiry on behalf of the buyer into a home he locates on a multiple listing service (MLS). The seller's listing agent responds by advising the selling agent the property is still for sale as listed.

The selling agent and the prospective buyer inspect the property and determine that it meets all of the buyer's needs. The selling agent requests a property marketing package from the listing agent in order for the buyer to make an informed decision about price and terms, or that he even wishes to buy the property, before preparing an offer.

The listing agent does not provide the selling agent with a **marketing package** detailing the listing agent's diligent inspection and investigation into the property he is marketing. The selling agent is informed all disclosures will be made according to standard operating procedure, as provided in the trade union purchase agreement, after an offer is accepted and escrow is opened.

Frustrated but deferring to the listing agent's operating procedure, the selling agent prepares and submits an offer on behalf of the prospective buyer. The seller rejects the offer as unacceptable and the listing agent prepares a counteroffer on behalf of the seller, bargaining for a better price while making no disclosures about facts which might adversely affect the buyer. The listing agent does not disclose any conditions affecting the property, including his knowledge of liens encumbering title which may interfere with the seller's ability to deliver title at the offered price.

The counteroffer provides a second opportunity for the listing agent to disclose the property's **title conditions** concerning the existing liens, which he again fails to do. In addition to his failure to perform his general duty owed to the buyer in providing a complete marketing package to the selling agent, the listing agent likewise fails to protect his seller from liability resulting from the undisclosed liens on the property by including a short sale contingency addendum with the counteroffer.

The buyer accepts the counteroffer, which was structured as a cash-to-new-loan sales transaction, and escrow is opened. In reliance upon his right to acquire the seller's home and unaware of recorded facts about the property's condition that might interfere with his expectations for purchasing the property, the buyer closes escrow on the sale of his primary residence. He incurs expenses related to his preparation for taking ownership and possession of the seller's home.

Information about the clouded condition of the property's title, known to the listing agent prior to the seller's contracting with the buyer, is discovered by the buyer in a **preliminary title report** (prelim), obtained and handed to his selling agent by escrow.

The prelim details lien amounts on the property in excess of the negotiated price set in the purchase agreement. The seller is unable to perform his obligations to deliver title and close escrow since the seller's lenders will not accept his net sales proceeds for reconveyance of the trust deeds.

Due to the seller's insolvency, the buyer is unable to force the seller to perform and deliver title, which would require the seller to pay the shortage. Thus the buyer exercises his right to cancel due to the seller's material breach of the purchase agreement. On cancellation, the buyer suffers losses due to the seller's inability to convey title free and clear of all encumbrances.

The buyer then makes a demand on the listing agent to recover the money losses he incurred after selling his home based on expectations set by the listing agent's conduct when the purchase agreement was entered into that the seller would be able to perform — nothing to the contrary was disclosed.

The buyer claims the listing agent is liable for his losses since he had a duty to disclose all property conditions that might have an adverse effect on the buyer, including the existence of liens encumbering the property for amounts in excess of the contract price — and do so **prior to acceptance** of an offer.

The listing agent claims he is not required to disclose the seller's clouded title condition as encumbered with mortgage liens prior to the acceptance of an offer since to do so would require him to breach his fiduciary duty owed exclusively to the seller by revealing confidential financial information — a violation of his trade union's code of ethics.

Is the seller's listing agent liable for the buyer's losses if he fails to disclose, prior to acceptance of an offer, that the title is encumbered by liens in excess of the contract price, rendering the seller possibly unable to deliver title as agreed?

Yes! The seller's listing agent has a general duty owed to prospective buyers to disclose information before an acceptance occurs regarding risks, known to the agent, that affect the seller's ability to perform as bargained so the buyer can make an informed decision whether or not to enter into a purchase agreement. [Holmes v. Summer (2010) 188 CA4th 1510]

A listing agent fails to perform his general duty owed to the buyer to disclose his knowledge of material facts when information that might possibly affect the buyer's decisions regarding an offer is withheld. It is the listing agent who sets the buyer's expectations for the desirability of the property and the ability of the seller to deliver the property in the condition as disclosed prior to the moment an offer is accepted.

These expectations are set by both the information the listing agent does and does not provide. The absence of information about adverse conditions, either known or readily available to the listing agent, is as powerful in forming the buyer's expectations of a property as an explicit and timely disclosure. The buyer must be put on notice of adverse property conditions **prior to acceptance of an offer**.

Minimum level of disclosure

A listing agent locating a prospective buyer for his client's one-to-four unit residential property owes a duty to the prospective buyer to conduct a reasonably diligent visual inspection of the property for defects which adversely affect the value of the listed property. On completing the inspection, the listing agent must note on the (seller's) TDS any defects observable or known to the listing agent which are not already noted by the seller or are inconsistent with the seller's disclosures. The TDS is to be handed to prospective buyers as soon as practicable (ASAP). [CC §§2079 et seq.]

However, the visual inspection and investigation of one-to-four unit residential property by the listing agent and the disclosure of his knowledge and observations excludes other readily available information not already known to the listing agent, such as knowledge that would be obtained by:

- the inspection of areas reasonably and normally **inaccessible** to the broker;

- the investigation of **off-site areas** and areas surrounding the property; and
- the inquiry into or review of **public records** or permits concerning title or use of the property. [CC §2079.3]

However, the minimum disclosure rule for listing agents does not apply to a buyer's broker or his agents, much less limit the buyer's agent's duty to fully and fairly inform and advise on what investigations the buyer should undertake.

Further, the minimum one-to-four unit inspection and reporting requirements imposed on listing agents excludes the common law duty still imposed on listing agents of other types of property to further investigate and disclose to buyers or sellers any material facts he discovers regarding:

- title conditions;
- the financial consequences of owning the property, such as the property's operating costs; or
- the tax aspects of the transaction (seller only).

Purpose of inspection

The one-to-four unit disclosure limitation on listing agents serves to set a minimum level of information and data to be disclosed to put the buyer and the buyer's agent on **notice of physical defects** in the property which are **observable or known** to the seller or the listing broker and his agents.

For example, a prospective buyer for a property on a hillside is located by the listing agent. The buyer is informed a neighboring owner has had problems with underground water on his property and that he installed a pump to manage the high water level. The listing agent also tells the buyer the neighbor's property previously suffered landslide damages, including a back fence that was removed due to erosion.

The listing agent provides the buyer with a geological report the seller had acquired regarding the property. The report indicates the property lies within a geological hazard area and is susceptible to landslides and groundwater buildup.

When asked by the buyer, the seller also discloses the pool is located in the front yard since a fault line runs through the backyard.

After a review of the disclosures, the buyer makes an offer to purchase the property.

The listing agent prudently (without legal compulsion) includes a further-approval contingency provision in the purchase agreement to reduce the risk of litigation. The contingency provision calls for the buyer to further investigate the hazards by obtaining his own geological report and approving it as a condition of closing.

Before closing, the buyer obtains a report which states the property shows signs of instability and confirms that a high groundwater level exists. The report also states the house does not show signs of cracking or distress.

During the escrow period, the listing agent attends a meeting between area homeowners and county officials in which the geological hazards of the properties in the area and possible solutions are discussed.

The listing agent does not inform the buyer of the occurrence of the meeting or the topics discussed since no information previously unknown to the agent and undisclosed to the buyer was released.

Later, after escrow closes, the residence slides down the hillside and is condemned by the county as uninhabitable.

On a complaint filed by the buyer, the Department of Real Estate (DRE) attempts to revoke the listing agent's license claiming the subject matter of the meeting held by county officials was itself a fact which should have been disclosed to the buyer by the listing agent since the mere occurrence of the town hall meeting might have affected the buyer's decision to buy.

However, the listing agent was the **exclusive representative of the seller** of one-to-four residential units and only had a general nonfiduciary duty of disclosure to the buyer, which is limited to:

- providing the buyer with all existing geological reports held by the seller or the agent; and
- disclosing groundwater and landslide problems known to the listing agent which occurred on the property or in the neighboring area.

Here, the listing agent properly disclosed the geological hazards of the property by alerting the buyer to the potential problems. The homeowners' meeting was not required to be brought to the buyer's attention since the meeting was a review of the geological hazards already known to the agent and disclosed to the buyer. Also, the buyer's independent investigation under the further-approval contingency did not deter the buyer from proceeding with the purchase of the residence.

Thus, the listing agent did not violate the limited general nonfiduciary duty he owed to the nonclient buyer to disclose sufficient information on adverse property conditions to put a prospective buyer on notice so he (or the buyer's agent) could take steps to protect and care for the buyer's best interests. Thus, the DRE cannot revoke the listing agent's license for limiting his disclosures to the initial notice of the defect in the property without further elaboration. [**Vaill v. Edmonds** (1991) 4 CA4th 247]

Chapter 23

Opinions with erroneous conclusions

This chapter discusses how an opinion formed by a broker or his agent, given to a prospective buyer to predict a future event or activity regarding the use and operation of a property might impose liability should the opinion prove to be erroneous.

When an opinion becomes a guarantee

Occasionally, a buyer will ask either a listing agent or his own agent what the agent “believes, contemplates, anticipates or projects” will occur based on the agent’s greater knowledge about the condition of a property.

The response of the **buyer’s agent** to the buyer’s questions about disclosures made by the listing agent will naturally be limited to the agent’s knowledge and expertise on the subject. However, the opinion given in response will speculate, based on the observations, knowledge and beliefs of the agent, on the likelihood an event or condition will occur in the future. These statements by the buyer’s agent to his buyer are either:

- couched in words of anticipation, estimation, prediction or projection, denoting it is a **mere opinion** about an uncertain future event; or
- worded as an assurance the events and conditions, as presented, will occur, a response reaching the level of a **guarantee**.

The difference between the wording used by an agent to express either an opinion or a guarantee creates the liability the agent is exposed to when:

- the buyer **acts in reliance** on the information by making an offer to buy or eliminating a contingency and acquiring the property; and
- **the event or condition fails to occur.**

An **opinion** is a statement by a broker or his agent, given as his contemplation concerning an event or condition which has not yet occurred. To be classified as an opinion, the statement must be developed by the agent based on **readily available facts** and his **knowledge** and **expertise** on the subject.

It is the nature of an opinion that the event or conditions speculated to come about need not actually occur. The **speculation** is about an uncertain future event or condition.

In an opinion, the event or condition expressed is not a factual representation. The event or condition expressed has not occurred and does not exist at the time the opinion is given. A **fact** is an existing condition, presently known or knowable by the agent due to the ready availability of data or information. Facts are the subject of disclosure rules, not the rules of opinion.

Special circumstances impose liability

A statement made to a buyer by any agent which **predicts** the future occurrence of an event, activity or condition is an *opinion*. The general rule is that the agent and his broker cannot be held responsible when the prediction given in an opinion does not come to fruition.

However, several **special circumstances** may surround an agent's giving of an opinion and raise his statement to the status of a **misrepresentation**.

If special circumstances exist, the broker and his agent are **exposed to liability** for the losses caused by the failure of the predicted event, activity or condition to occur.

Special circumstances which may cause a failed prediction to be an actionable misrepresentation include:

- an opinion which is given by an agent acting as the representative of the person who relies on the opinion, such as occurs between the listing agent and his seller or the buyer's agent and his buyer, called a *fiduciary agency relationship* [**Ford v. Cournale** (1973) 36 CA3d 172];
- an opinion which is given to a buyer by a listing agent who holds himself out as **specially qualified** or possessing **expertise** about the subject matter of the transaction [**Pacesetter Homes, Inc. v. Brodkin** (1970) 5 CA3d 206];
- an opinion which is given by a listing agent (or his seller) who has **superior knowledge** on the subject matter of the opinion under circumstances implying the agent (or the seller) has **inside information** not available to the buyer which makes the prediction worthy of reliance [**Borba v. Thomas** (1977) 70 CA3d 144]; or
- an opinion which is given to a buyer by a listing agent who **could not honestly hold or reasonably believe** the truth of his opinion due to facts known or readily available to him. [**Cooper v. Jevne** (1976) 56 CA3d 860]

An opinion based on facts

An **opinion** is an honestly held belief based on a reasonable (although sometimes faulty) analysis of property information known or readily available to the agent giving the opinion. However, the opinion does not by itself create any liability should the event not occur. A special condition needs to envelope the opinion to impose liability.

Consider a prospective buyer who is interested in acquiring a lot within a subdivision track and building a home on it.

The subdivider's listing agent, based on subdivision maps and discussions with the subdivider, advises the buyer all the lots in the entire tract of land are going to be the same size and subject to the same use restrictions requiring all homes built on the lots to be worth at least \$400,000.

The buyer purchases the lot and builds his home in accordance with the use restrictions.

Due to an economic downturn at the end of the current business cycle, the subdivider resubdivides the remaining unsold lots and removes the use restrictions. The resubdividing is intended to increase the marketability of the unsold lots in the tract.

The buyer now seeks to rescind the purchase and recover his entire investment claiming the subdivider's agent made false representations about the subdivision which the buyer relied on to purchase the lot.

The subdivider's agent claims he honestly believed in the truth of his representations that the subdivider would not in the future alter the lots remaining to be sold.

Here, the agent's representations about the lot size and the Covenants, Conditions & Restrictions (CC&Rs) the subdivider would require in the future were made truthfully, with no intent to deceive the buyer. Both the agent and the subdivider had a reasonable basis for believing changes would not be necessary at the time of the purchase. However, a later shift in the economy warranted the changes as necessary to prevent the tract from deteriorating in its marketability.

The listing agent's statements about the future were **honestly entertained**. Thus, his statements qualify as an expression of his opinion.

Further, the buyer **did not reasonably rely** on the listing agent's opinion when he agreed to purchase the property. The buyer did not require the deed from the seller to include a grant of the promised rights that all the lots would be the same size with the same restrictions on minimum value. [**Meehan v. Huntington Land & Improvement Co.** (1940) 39 CA2d 349]

Conditional opinions

Special circumstances surrounding the giving of an opinion may create an environment in which the buyer, with good reason, **may rely** on the agent's opinion to make decisions.

Consider a developer of a residential duplex subdivision who provides his listing agent with a schedule of **projected rents**. The agent is instructed to inform prospective buyers these rents are estimates of the amounts obtainable from the duplexes should they buy one.

The developer has not developed properties in the area prior to this project. Also, he has no actual knowledge of the rents a duplex might obtain in the area.

A buyer with minimal investment property experience in the area contacts the agent for information about the duplexes being built.

The buyer is advised by the agent that "if you receive the rents we contemplate, it will be a good investment."

The buyer purchases a duplex, but is unable to locate tenants willing to pay the rental amounts the agent gave in his opinion. Ultimately, the buyer loses the property to foreclosure.

The buyer makes a demand on the agent and the agent's broker for the loss of his invested funds. The buyer claims the agent's statements about the property's future rental income were misrepresentations, which the buyer relied on to purchase the duplex, since the broker, his agent and the developer had **superior knowledge** about rental conditions in the area.

The broker claims the statement his agent made about rental amounts was a mere opinion since it **conditioned success** on collecting these amounts.

Here, the agent's statement was only an estimate or opinion he held about future anticipated rental income for a new development since no operating history existed to draw on when making the projections. Thus, his opinion was based on **all readily available information**.

Also, the buyer's lack of experience as an owner of investment property, the agent's choice of words, i.e., "if" and "contemplate," and the developer's lack of prior rental experience in the area or knowledge of rents actually attainable by the duplexes made the statement an opinion. Thus, the buyer could not rely on the rent projections given by the adversarial listing agent as a fact which could reasonably motivate his decision to buy. [Pacesetter Homes, Inc., *supra*]

Conclusions drawn from opinions

An opinion given by a listing agent predicting the future occurrence of an event or condition concerning the buyer's use or management of a property does not impose liability on the listing agent for erroneous conclusions when the buyer is or has been made **aware of all the relevant facts** on which the agent's opinion is based.

Also, a buyer who has knowledge of and **equal access** to the same information and documents relied on by the listing agent to form his opinion, and has sufficient **time to conduct** his own independent investigation to ascertain the accuracy of the agent's opinion, cannot later claim he acted in reliance on the listing agent's opinion. This is especially true for buyers who possess the expertise needed to analyze the facts and make their own determination about the likelihood the agent's predictions will occur.

Thus, the buyer cannot ignore his own knowledge of the same facts used by the listing agent to develop the agent's opinion and then claim he relied on the listing agent's opinion as an assurance the prediction would occur.

Consider a leasing agent acting on behalf of a prospective tenant in lease negotiations with an experienced commercial landlord who has not retained the services of a real estate agent.

The leasing agent tells the landlord that "in my opinion" the tenant's annual gross sales receipts will be in excess of \$5,000,000. After several months of negotiations conducted between the tenant's leasing agent and the seller's attorney, both of whom are very experienced practitioners, a lease agreement is entered into. The lease rent is a base monthly amount plus a percentage of annual gross sales receipts over \$5,000,000. The landlord pays the leasing agent's fee.

A dispute erupts between the landlord and the tenant. The landlord now wants to recover the fee he paid the tenant's agent, claiming the agent actually represented the potential gross sales receipts as \$7,500,000, an amount much higher than the sales the tenant would ever experience during the leasing period. Thus, the landlord would receive very little if any percentage rent above the fixed minimum rent.

Here, the tenant's agent prefaced his statements with the words "in my opinion." Also, a landlord cannot reasonably rely on or treat the representation of future gross sales as an event which will actually occur.

Thus, the landlord should have known the gross receipts prediction was just an estimate honestly made by the agent who represented the tenant. He could not treat the estimates of the adversarial agent as fact.

Further, the landlord had ample time and the means to make his own inquiries and analyze his findings. Since the landlord was not represented by a real estate agent, he should have conducted his own due diligence investigation if he intended to eliminate the uncertainties of estimates made on behalf of the tenant by the tenant's agent. [Foreman & Clark Corporation v. Fallon (1971) 3 C3d 875]

Opinions of the buyer's broker

A **seller's broker** and listing agent, acting exclusively on behalf of a seller, have only a *general non-agency duty* to deal honestly and in good faith with a prospective buyer. As for a buyer, the listing agent's opinions are those of an adversary.

Thus, a listing agent's opinion cannot be reasonably relied upon by a prospective buyer as having a high probability of occurring, unless **special circumstances** surround the agent's act of giving an opinion.

In contrast, a **buyer's broker** and his agent have a *special fiduciary (agency) duty* to handle a buyer with the same level of care and protection a trustee would exercise on behalf of his beneficiary.

This **special agency duty** owed to a buyer raises an opinion given to a buyer by the buyer's broker or his agent to a higher level of reliability than had the same opinion been expressed by a listing agent acting solely on behalf of a seller. Thus, as a fiduciary, the opinion of the buyer's agent becomes an **assurance** that the condition or event which was the subject of the opinion will occur, unless the buyer's agent **conditionalizes** his opinion.

For the buyer's agent to give his opinion to his buyer and keep it from rising to an actionable assurance, the advice given with the opinion must include a **recommendation** to investigate and expertly analyze relevant information in order to confirm the agent's opinion. Further, a **contingency provision** covering the condition or event that is the subject of the opinion needs to be included in any offer the buyer makes and the contingency must be eliminated before closing. [Borba, *supra*]

Assurance of suitability without a contingency

Consider a buyer's agent who represents a prospective buyer looking for rental income property.

The buyer's agent is aware that the buyer's primary purpose for acquiring property is to receive a minimum amount of spendable income from the investment.

The agent locates a multi-unit apartment complex. The agent assures his buyer that:

- monthly vacancies will only be three or four units since the apartment complex is the only complex in the area which allows children and pets;
- the complex will require very little expense to maintain; and
- the buyer will receive the amount of spendable income sought from the investment.

Even though the seller's books and records are **readily available** for inspection, the buyer's agent does not verify the accuracy of the seller's income and expense statements, or confirm the maintenance costs. Without doing so, the agent fills out and hands his buyer an Annual Property Operating Data (APOD) sheet restating the representations already made to the buyer about the agent's projections of future income. [See **first tuesday** Form 352]

The buyer, in reliance on his agent's predictions about the property's future operations, enters into a purchase agreement with the seller as prepared by his agent. No **contingency provisions** are included to confirm the integrity of the improvements or to investigate the income and expenses experienced by the seller.

After the buyer acquires the property, the buyer encounters higher maintenance costs and significantly lower rental income than represented by his agent. Also, the property has a high turnover rate and a large number of tenants are constantly delinquent in the payment of rent.

The buyer does not receive the sought-after minimum spendable income projected by his agent. Soon, due to persistent negative cash flow, the property is lost to foreclosure.

The buyer makes a demand on his agent for his lost investment, claiming the agent misrepresented the operations of the property. The buyer's agent rejects the demand, claiming his comments on the property's performance were opinions, not guarantees.

Here, the buyer had the **right to rely** on his agent's unconditional statements of facts about the property and treat them as true without concern for their verification since a fiduciary relationship existed between the buyer and his agent.

Thus, the buyer's agent's **predictions were misrepresentations**, the basis for the buyer's recovery of the value of the lost investment. The unfounded and careless predictions of the buyer's agent, given in an opinion as fact, constituted *deceit*, a form of misrepresentation. [Ford, *supra*]

Expertise of the broker or agent

Agents are known to be specialists and often properly hold themselves out as experts with **superior knowledge** about a particular type of transaction, such as high-end residential properties, apartment projects, industrial buildings or land. Prospective buyers, aware of a listing agent's specialty, often ask the agent for his opinion about some anticipated future use or operation of the property.

Due to an agent's experience, special training and education in a particular aspect of a property or type of transaction, agents may find their opinion is given extra weight by a buyer. An agent's **special qualifications** suddenly become *reasonable justification* for the buyer to rely on their opinion as an **assurance** that the predicted event, activity or condition will actually be experienced as stated.

Thus, an agent's wording of his opinion needs to express that the opinion is **only his belief** or his thought on the matter. Having expressed an opinion, the agent then needs to include a further-approval contingency calling for the buyer to confirm information given in the opinion.

Consider a developer who controls a homeowners' association (HOA) which governs a subdivision of homes he is marketing to prospective buyers as having a panoramic view of the countryside.

The developer and his listing agent hold themselves out as **experts** in the establishment and administration of HOAs when questions about HOA operations and the Covenants, Conditions and Restrictions (CC&Rs) are received from prospective buyers.

The listing agent assures prospective buyers that the subdivision's CC&Rs protect the view from each lot, that any future landscaping or fencing requires approval from a special architectural committee, and that the committee will not approve fences or landscaping which interfere with the view. The recorded CC&Rs contain provisions for the committee and view protection which confirm the agent's statements.

However, an architectural committee is never setup. Further, all proposals for fences are reviewed and approved by the developer himself, a fact known to his agent, but not to prospective buyers. A prospective buyer pays a premium for a view lot improved with a home which has a panoramic view.

After acquiring the property, a neighbor erects a fence as approved by the developer. The fence blocks the buyer's view. The buyer makes a demand on the agent for his money losses brought about by a loss in value suffered by his property since the agent's statement on view rights failed to come true.

The listing agent claims his statement about the view rights was his opinion, given as a representative of the seller, a statement which could not be reasonably relied on by the buyer when making a decision to purchase the property.

Here, the agent held himself out as **an expert** on association management and CC&Rs enforcement. The agent then stated the CC&Rs and architectural committee would maintain the view provided by the development.

However, the listing agent knew the committee required to make such decisions had not been created and that the developer himself had full control. Thus, the buyer could pursue the agent to recover his lost value, i.e., the view, due to his false opinion about the HOA's ability to protect the buyer's view rights in the future.

When an agent holds himself out to be **specially qualified** and informed in the subject matter expressed in his opinion regarding future expectations, his opinion becomes a **positive statement of truth** on which a buyer or seller of lesser knowledge can rely. [Cohen v. S & S Construction Co. (1983) 151 CA3d 941]

Inducing reliance by assurances

All agents give opinions to buyers predicting all sorts of events or conditions the buyer will experience after acquiring a property. However, when the opinion is **coupled with advice** expressing no further need for the buyer, or others on behalf of the buyer, to investigate and confirm the prediction, the opinion is elevated to the level of a *guarantee*.

The level of assurance equivalent to a *guarantee* also arises out of a buyer's indication to an agent that the buyer is relying on the agent:

- to analyze a qualifying property to determine the property's ability to be used or operated as the buyer has indicated; and
- to advise on whether the property is suitable and will meet the buyer's expectations.

Also, any affirmative activities or statements of any agent designed to **suppress the buyer's inspection** of the property, his inquiries of the owner or the owner's manager or agents, or the employment of other experts when the agent knows the buyer will rely on the agent's representations, are considered assurances which make the conclusion drawn in the opinion the equivalent of a fact.

If the predicted event or condition does not come to pass and it was the **buyer's agent** who suppressed the buyer's due diligence activities, the buyer's agent is liable for the lost *benefit of the bargain* he predicted would occur. Recovery includes projected net spendable income, not just the loss of the price paid.

As for the **listing agent's liability** to the buyer under the same circumstances, liability is limited to the loss of the price paid and no future losses such as a profit or other return on the investment are collectable.

Facts not supporting the conclusion

An agent's opinion must be a belief honestly held by the agent if the agent is to avoid liability when the predicted event or condition does not occur. For an agent to hold an **honest belief**, the opinion must be formed based on a due diligence investigation and knowledge of all readily available facts which have a bearing on the probability of the event or condition occurring.

When facts affecting the conclusion drawn by the agent in his opinion are known or readily available to the agent, the test of an *honestly held opinion* is whether the agent giving the opinion **should have known better** than to give such an opinion.

Thus, an agent who fails to conduct a due diligence investigation to determine the facts before expressing an opinion which the investigation would have influenced will be liable for his opinion as a misrepresentation should the event or condition fail to occur, no matter his wording to limit the prediction to a mere speculative opinion.

Without first having the facts on which to base an opinion, the agent's opinion is either an *unfounded guess* or an *unreasonable assumption* about events and conditions he predicts will occur in the future.

Consider a listing agent for a condominium project who advertises "luxury" condos for sale. The agent knows the condos are poorly constructed and that the defects are unobservable to someone not knowledgeable in the field of construction.

A buyer contacts the agent for more information.

The agent tells the buyer that the condos are an "outstanding" investment opportunity. Unaware of the defects, the buyer purchases a condo.

The buyer soon discovers that the building housing the condos is in danger of falling down.

Here, the listing agent (and his broker) are guilty of both *affirmative* and *negative fraud*.

By telling the buyer that the condos were an outstanding investment opportunity, an opinion the agent could not have **honestly held** in light of his knowledge of the construction defects, the agent's representation is an **affirmative fraud**, also called an *intentional misrepresentation*. The agent should have known better than to give such an opinion.

Also, the significant defects in the "luxury" project were **material facts** since they adversely affected the present value and desirability of the condos. Accordingly, the agent is liable for damages caused by his nondisclosure (omission) of the defects which were known to him, but unknown and unobservable by the buyer, an example of a representation which is a **negative fraud**, also called *deceit*. [Cooper, *supra*]

Predicting the conduct of others

The transfer of real estate to a buyer typically involves **third parties** who are not principals or agents in the transaction. Approval, consent, administrative review and other like-type **conduct by others** regarding some event or condition which is to occur before or after closing, cause buyers to be concerned about whether the third party will respond favorably to the proposed transaction. As a result, buyers ask agents what they believe might be the **reaction of others**, such as a HOA, water authority, landlord, contractor, lender, attorney, accountant, planning agency or redevelopment agency.

Consider agricultural land listed for sale. For a buyer to receive water from the Bureau of Reclamation, the buyer must obtain approval of the purchase price from the Bureau, a third party.

The listing agent locates a buyer.

A purchase agreement is drawn up contingent on the Bureau's approval of the purchase price. The agent estimates the approval process will take 30 to 60 days.

The buyer, concerned with meeting the planting deadline for this season, asks the agent about the probability of the Bureau's approval.

The listing agent consults with the seller as to whether the transaction would be approved by the Bureau since the seller has dealt with the Bureau over water issues before.

The seller says “he believes” it would.

The agent tells the buyer of the seller’s opinion on Bureau approval. The buyer waives the Bureau-approval contingency, stating he will get the approval later. Escrow is closed.

The buyer files for Bureau approval of the sale when the property’s natural well caves in.

The Bureau refuses to approve the transaction. Thus, the Bureau will not provide water.

The buyer seeks to recover his losses from the seller, claiming the seller’s prediction of a future event (approval by the Bureau) was a fact on which he could rely in his purchase of the property.

However, nothing suggests the seller or his agent held themselves out to be **specially qualified** on the subject of Bureau approval. Thus, the seller’s erroneous prediction about the approval was not a misrepresentation of fact, but a mere expression of his opinion.

The seller’s access to and awareness of facts concerning the Bureau’s approval process or likelihood of approval were either **known or equally available** to the buyer. If the buyer is curious about the details and paperwork needed for the approval, the buyer (or his agent) is duty bound to contact the Bureau himself.

Furthermore, unless a **special relationship** exists between the seller and buyer, the buyer is not entitled to rely on the opinion of the seller (or the listing agent) concerning the future decisions of a public body, in this case, the Bureau of Reclamation. [Borba, *supra*]

When the buyer has ready access to the third party, the **buyer’s reliance** on the opinion of the seller’s listing agent is **unjustified**. All the buyer need do to answer his own inquiry is contact the person involved and inquire himself.

As for a buyer’s agent, his response to his buyer’s inquiry may be an opinion on the probability of a positive or negative reaction by the third party, but must be accompanied with the advice to make the offer to purchase conditioned on getting the approval. If the contingency already exists, then get the approval to satisfy the contingency or be disapproved and cancel.

Estimates as projections or forecasts

Estimates presented to prospective buyers by agents are labelled with many titles and arise in a variety of real estate transactions. Every transaction offers agents the opportunity to provide estimates for their clients or the other principals involved. Estimates include approximations, predictions, pro-forma statements, anticipated expenditures and contemplated charges.

Estimates relate to income and/or expenditures, such as exist in:

- seller’s net sheets;
- buyer’s cost sheets;
- operating cost sheets for owner-occupied properties;
- APODs on income properties;

- loan origination or assumption charges;
- lender impounds;
- rent schedules (rolls);
- repair costs for clearances; and
- any other like-type predictions of costs or charges.

Estimates by their nature are not facts. The amounts estimated have not yet actually occurred. The amount estimated will become certain only by its **occurrence in the future**. The amount actually experienced may or may not equal the amount estimated.

A document entitled an “estimate” is typically based on the actual amount which would currently be experienced. Thus, estimates are expected to be quite **accurate in amount**, not just a guess. Words used in titles such as “contemplated,” “pro-forma,” “anticipated” or “predicted” indicate something less than an accurate estimate and provide less basis for a client to rely on them as an assurance they will occur.

Distinguish projection from forecasts

Opinions voiced by agents about an income property’s future performance fall into one of three general categories:

- *projections*;
- *forecasts*; or
- *unfounded opinions*.

A **projection** is prepared by a listing agent on a property’s annual operations using an APOD sheet which will be handed to prospective buyers to induce them to purchase the property. The data entered on the APOD by the agent is a projection based exclusively on the income and expenses **actually incurred** by the owner/seller of the property during the preceding 12-month period.

The amounts experienced by the owner/seller during the past year are **projected to occur** (again) over the next year, **adjusted** by the agent for any trends in income and expenses reflected by information currently available or presently known to the owner or the agent.

Trend information is used in a projection to make mathematical adjustments to income and expenses based on market conditions or implementable rent control increases, and to operating costs known to be increasing (or decreasing) by prior announcements of the providers.

Thus, the past year’s operations experienced by the property are anticipated to be repeated, as adjusted, and occur again during the first 12 months of operation by a new owner. No estimations, contemplations or use of figures other than those experienced by the owner are used to prepare a projection, except for adjustments to reflect changed conditions known (or should be known due to readily available facts). If these adjustments are not included in the projection, the opinion is not honestly held since it would be an opinion not actually held or not reasonably held by the agent or seller preparing the projection.

A **forecast** is an entirely different opinion from a projection, although both are based on beliefs about events and conditions which are honestly believed will likely occur in the future.

A forecast requires the knowledge and analysis of an anticipated change in circumstances (other than trend factors used for projections) which will influence the future income, expenses and operations (use) of a property. Forecasts anticipate **forward changes** in income and expense the preparer of the forecast believes will probably occur under new or developing circumstances.

Changes in circumstances which might affect the income, expenses and debt servicing the buyer **should experience** during the 12-month period following the close of escrow and would be considered in a forecast include:

- new management;
- rent increases up to current market rates;
- elimination of deferred maintenance and replacement of obsolete fixtures/appliances (renovation);
- changes in rent control ordinances;
- new construction adding to the supply of competing income properties;
- foreclosures adding less expensive properties to the market;
- commodity market prices (natural gas, water, fuel oil, electricity, etc.);
- local and state government fiscal demands for revenue and services (taxes);
- federal monetary policy effects on short-term and long-term rates (controlling any ARM loans encumbering the property or refinancing);
- demographics of increasing/decreasing population density in the area immediately surrounding the property (age and appreciation for the location);
- traffic count changes anticipated (due to traffic buildup or diversions);
- zoning changes reducing, altering or increasing the availability of comparable competitive properties;
- government condemnation, relocation or redevelopment actions;
- changes in the local employment base of employed individuals;
- on-site security measures for the prevention of crime;
- the age and condition of the major components of the structure;
- local socio-economic trends; and
- municipal improvement programs affecting the location of the property.

Chapter 24

Condition of property: the owner's disclosures

This chapter identifies the affirmative duty of a seller and his listing agent to disclose their awareness and knowledge about the property's condition to a prospective buyer.

Mandated on one-to-four residential units

A **seller** of a one-to-four unit residential property must **complete and deliver** to a prospective buyer a statutory form called a *Transfer Disclosure Statement* (TDS), more generically called a Condition of Property Disclosure Statement. [Calif. Civil Code §§1102(a), 1102.3; see Figure 1]

The seller must prepare the mandatory TDS with **honesty and in good faith**, whether or not a broker and listing agent is retained by the seller to assist in its preparation. [CC §1102.7]

When preparing the TDS, the seller sets forth any property defects **known or suspected** to exist by the seller.

Any conditions known to the seller which **negatively affect** the value and desirability of the property must be disclosed, even though they may not be preprinted on the TDS. Disclosures to the buyer are not limited to the items preprinted on the form. [CC §1102.8]

Any attempt to have the buyer **waive delivery** of the statutorily-mandated TDS, such as by use of an “as-is” provision in the purchase agreement, is *void* as against public policy. The words “as is” should never be used. The words imply a failure to disclose something known to the seller or the listing agent. [CC §1102.1(a)]

Delivery of the disclosure statement

While it is the seller who must prepare the TDS, it is the agent who obtains the purchase agreement offer from the buyer who must hand the buyer the seller’s Condition of Property Disclosure Statement. If the sales transaction is directly between the seller and buyer, without the participation of an agent in negotiations, the seller has the obligation to deliver the TDS to the buyer. [CC §1102.12]

The failure of the seller or any of the agents involved to **deliver** the seller’s TDS to the buyer will not invalidate a sale of property which has closed. However, the seller and the listing broker will be liable to the buyer for the amount of actual monetary losses caused by an undisclosed defect known to them, a point of law which has always existed. [CC §1102.13]

For the seller’s disclosure statement to be an effective pronouncement, **material defects** in the integrity of the property must be disclosed to the buyer before the price of the property is agreed to by acceptance of an offer or counteroffer.

If the seller’s statement is delivered to the buyer of a one-to-four unit residential property after the seller enters into a purchase agreement, the buyer has the right to:

- **cancel** the purchase agreement on discovery of undisclosed defects known to the seller and unobserved by the buyer or the buyer’s agent (on an inspection) prior to acceptance [CC §1102.3];

- **make a demand** on the seller to correct the defects or reduce the price accordingly before escrow closes [See **first tuesday** Form 150 §11.2]; or
- **close escrow** and make a demand on the seller for the costs to cure the defects known to the seller and not disclosed prior to acceptance. [**Jue v. Smiser** (1994) 23 CA4th 312]

Buyer's right to cancel

The Condition of Property Disclosure Statement is to be delivered to a buyer *as soon as practicable*, and in any event, before closing a sale. **Delivery** of the seller's TDS to the buyer is deemed to have been met if the TDS is attached to the purchase agreement offer made by the buyer or the counteroffer made by the seller. [CC §1102.3]

If the TDS is belatedly delivered to the buyer — after he enters into a purchase agreement — the buyer may, among other remedies, **elect to cancel** the purchase agreement under a statutory three-day right to cancel. The buyer's statutory cancellation right runs for three days following the day of the in-escrow (in-person) delivery of the disclosure statement (five days if delivered via mail). [CC §1102.3]

However, buyers are not required to cancel the purchase agreement and “go away” on their in-escrow receipt of an unacceptable TDS or home inspection report.

As an alternative to canceling the purchase agreement on receipt and review of the seller's disclosure statement, the buyer may **make a demand** on the seller to cure any material defect (affecting value) which was *known to the seller* and not disclosed or known to the buyer prior to entering into the purchase agreement. The same rule holds for the listing agent who has knowledge of defects and does not disclose the facts to the buyer before the buyer enters into the purchase agreement. [See Form 269 accompanying Chapter 27]

If the seller will not cure the defects, the buyer may close escrow and recover the cost incurred (or valuation lost) to correct the defect. The defects must be **known and undisclosed**, or inaccurately disclosed, by the seller at the time of acceptance of the purchase agreement. [*Jue, supra*]

Another alternative for the buyer is to complete the purchase by tendering a **price reduced** by the cost to repair or replace the defects known to the seller and undisclosed (or unconditionally misrepresented) on the date the purchase agreement was entered into. [See **first tuesday** Form 150 §11.2]

Reliance limited to seller's awareness

On listing his home for sale, a seller of a one-to-four unit residential property signs and hands his listing agent a completed Condition of Property Disclosure Statement at his agent's request.

A preprinted disclaimer contained in the TDS states the disclosures made by the seller on the form:

- **may not be relied on** by a buyer as a warranty of the actual condition of the property; and
- are **not part of the terms** of the purchase agreement (even though the disclosure statement may be attached).

On the disclosure statement, the seller indicates he is **unaware** of any building code violations on the property. The listing agent adds nothing as he has no knowledge to the contrary and his visual inspection brought nothing to his attention as a violation.

Figure 1

CONDITION OF PROPERTY																																					
Transfer Disclosure Statement (TDS)																																					
 Prepared by: Agent _____ Broker _____	Phone _____ Email _____																																				
<p>This disclosure statement is prepared for the following:</p> <p><input type="checkbox"/> Seller's listing agreement <input type="checkbox"/> Purchase agreement <input type="checkbox"/> Counteroffer <input type="checkbox"/></p> <p>dated _____, 20_____, at _____, California, entered into by _____, and _____, regarding property referred to as _____</p> <p>_____ _____ _____</p>																																					
REAL ESTATE TRANSFER DISCLOSURE STATEMENT																																					
<p>THIS DISCLOSURE STATEMENT CONCERN'S THE REAL PROPERTY SITUATED IN THE CITY OF _____ COUNTY OF _____ STATE OF CALIFORNIA, DESCRIBED AS _____ _____ _____</p>																																					
<p>THIS STATEMENT IS A DISCLOSURE OF THE CONDITION OF THE ABOVE DESCRIBED PROPERTY IN COMPLIANCE WITH SECTION 1102 OF THE CIVIL CODE AS OF _____, 20_____. IT IS NOT A WARRANTY OF ANY KIND BY THE SELLER(S) OR ANY AGENT(S) REPRESENTING ANY PRINCIPAL(S) IN THIS TRANSACTION, AND IS NOT A SUBSTITUTE FOR ANY INSPECTIONS OR WARRANTIES THE PRINCIPAL(S) MAY WISH TO OBTAIN.</p>																																					
I COORDINATION WITH OTHER DISCLOSURE FORMS																																					
<p>This Real Estate Transfer Disclosure Statement is made pursuant to Section 1102 of the Civil Code. Other statutes require disclosures, depending upon the details of the particular real estate transaction (for example: special study zones and purchase-money liens on residential property).</p> <p>Substituted Disclosures: The following disclosures and other disclosures required by law, including the Natural Hazard Disclosure Report/Statement that may include airport annoyances, earthquake, fire, flood, or special assessment information, have or will be made in connection with this real estate transfer, and are intended to satisfy the disclosure obligations on this form, where the subject matter is the same:</p> <p><input type="checkbox"/> Inspection reports completed pursuant to the contract of sale or receipt for deposit. <input type="checkbox"/> Additional inspection reports or disclosures: _____ _____ _____</p>																																					
----- PAGE ONE OF FIVE ----- FORM 304 -----																																					
----- PAGE TWO OF FIVE ----- FORM 304 -----																																					
II SELLER'S INFORMATION																																					
<p>The Seller discloses the following information with the knowledge that even though this is not a warranty, prospective Buyers may rely on this information in deciding whether and on what terms to purchase the subject property. Seller hereby authorizes any agent(s) representing any principal(s) in this transaction to provide a copy of this statement to any person or entity in connection with any actual or anticipated sale of the property.</p>																																					
<p>THE FOLLOWING ARE REPRESENTATIONS MADE BY THE SELLER(S) AND ARE NOT THE REPRESENTATIONS OF THE AGENT(S), IF ANY. THIS INFORMATION IS A DISCLOSURE AND IS NOT INTENDED TO BE PART OF ANY CONTRACT BETWEEN THE BUYER AND SELLER:</p>																																					
<p>Seller <input type="checkbox"/> is, <input type="checkbox"/> is not, occupying the property.</p> <p>A. The subject property has the items checked below (read across):*</p> <table border="0" style="width: 100%;"> <tr> <td style="width: 50%;"><input type="checkbox"/> Range</td> <td style="width: 50%;"><input type="checkbox"/> Oven</td> <td style="width: 50%;"><input type="checkbox"/> Microwave</td> </tr> <tr> <td><input type="checkbox"/> Dishwasher</td> <td><input type="checkbox"/> Trash Compactor</td> <td><input type="checkbox"/> Garbage Disposal</td> </tr> <tr> <td><input type="checkbox"/> Washer/Dryer Hookups</td> <td><input type="checkbox"/> Carbon Monoxide Device(s)</td> <td><input type="checkbox"/> Rain Gutter</td> </tr> <tr> <td><input type="checkbox"/> Burglar Alarms</td> <td><input type="checkbox"/> Satellite Dish</td> <td><input type="checkbox"/> Fire Alarm</td> </tr> <tr> <td><input type="checkbox"/> TV Antenna</td> <td><input type="checkbox"/> Central Air Conditioning</td> <td><input type="checkbox"/> Intercom</td> </tr> <tr> <td><input type="checkbox"/> Central Heating</td> <td><input type="checkbox"/> Sprinklers</td> <td><input type="checkbox"/> Evaporator Cooler(s)</td> </tr> <tr> <td><input type="checkbox"/> Wall/Window Air Conditioning</td> <td><input type="checkbox"/> Sump Pump</td> <td><input type="checkbox"/> Public Sewer System</td> </tr> <tr> <td><input type="checkbox"/> Septic Tank</td> <td><input type="checkbox"/> Built-in Barbecue</td> <td><input type="checkbox"/> Water Softener</td> </tr> <tr> <td><input type="checkbox"/> Patio/Decking</td> <td><input type="checkbox"/> Water-conserving plumbing fixtures</td> <td><input type="checkbox"/> Gazebo</td> </tr> <tr> <td><input type="checkbox"/> Sauna</td> <td><input type="checkbox"/> Pool <input type="checkbox"/> Child Resistant Barrier*</td> <td><input type="checkbox"/> Spa <input type="checkbox"/> Locking Safe Cover*</td> </tr> <tr> <td><input type="checkbox"/> Hot Tub <input type="checkbox"/> Locking Safe Cover*</td> <td><input type="checkbox"/> Automatic Garage Door Opener(s)</td> <td>Number of Remote Controls: _____</td> </tr> <tr> <td><input type="checkbox"/> Security Gate(s)</td> <td colspan="2"></td> </tr> </table> <p>Garage: <input type="checkbox"/> Attached <input type="checkbox"/> Not Attached <input type="checkbox"/> Door Opener(s)* <input type="checkbox"/> Carport <input type="checkbox"/> Not Attached Pool/Spa Heater: <input type="checkbox"/> Gas <input type="checkbox"/> Solar <input type="checkbox"/> Electric Water Heater: <input type="checkbox"/> Gas* <input type="checkbox"/> Private Utility or Other: _____</p> <p>Water Supply: <input type="checkbox"/> City <input type="checkbox"/> Well Gas Supply: <input type="checkbox"/> Utility <input type="checkbox"/> Bottled <input type="checkbox"/> Window Screens <input type="checkbox"/> Window Security Bars <input type="checkbox"/> Quick-Release Mechanism on Bedroom Windows*</p> <p>Exhaust Fan(s) in _____ 220 Volt Wiring in _____ Fireplace(s) in _____ Gas Starter _____ Roof(s): Type _____ Age: _____ (approx.) Other: _____ _____ _____ _____</p> <p>Are there, to the best of your (Seller's) knowledge, any of the above that are not in operating condition? <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, then describe. (Attach additional pages if necessary): _____ _____ _____</p>		<input type="checkbox"/> Range	<input type="checkbox"/> Oven	<input type="checkbox"/> Microwave	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Trash Compactor	<input type="checkbox"/> Garbage Disposal	<input type="checkbox"/> Washer/Dryer Hookups	<input type="checkbox"/> Carbon Monoxide Device(s)	<input type="checkbox"/> Rain Gutter	<input type="checkbox"/> Burglar Alarms	<input type="checkbox"/> Satellite Dish	<input type="checkbox"/> Fire Alarm	<input type="checkbox"/> TV Antenna	<input type="checkbox"/> Central Air Conditioning	<input type="checkbox"/> Intercom	<input type="checkbox"/> Central Heating	<input type="checkbox"/> Sprinklers	<input type="checkbox"/> Evaporator Cooler(s)	<input type="checkbox"/> Wall/Window Air Conditioning	<input type="checkbox"/> Sump Pump	<input type="checkbox"/> Public Sewer System	<input type="checkbox"/> Septic Tank	<input type="checkbox"/> Built-in Barbecue	<input type="checkbox"/> Water Softener	<input type="checkbox"/> Patio/Decking	<input type="checkbox"/> Water-conserving plumbing fixtures	<input type="checkbox"/> Gazebo	<input type="checkbox"/> Sauna	<input type="checkbox"/> Pool <input type="checkbox"/> Child Resistant Barrier*	<input type="checkbox"/> Spa <input type="checkbox"/> Locking Safe Cover*	<input type="checkbox"/> Hot Tub <input type="checkbox"/> Locking Safe Cover*	<input type="checkbox"/> Automatic Garage Door Opener(s)	Number of Remote Controls: _____	<input type="checkbox"/> Security Gate(s)		
<input type="checkbox"/> Range	<input type="checkbox"/> Oven	<input type="checkbox"/> Microwave																																			
<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Trash Compactor	<input type="checkbox"/> Garbage Disposal																																			
<input type="checkbox"/> Washer/Dryer Hookups	<input type="checkbox"/> Carbon Monoxide Device(s)	<input type="checkbox"/> Rain Gutter																																			
<input type="checkbox"/> Burglar Alarms	<input type="checkbox"/> Satellite Dish	<input type="checkbox"/> Fire Alarm																																			
<input type="checkbox"/> TV Antenna	<input type="checkbox"/> Central Air Conditioning	<input type="checkbox"/> Intercom																																			
<input type="checkbox"/> Central Heating	<input type="checkbox"/> Sprinklers	<input type="checkbox"/> Evaporator Cooler(s)																																			
<input type="checkbox"/> Wall/Window Air Conditioning	<input type="checkbox"/> Sump Pump	<input type="checkbox"/> Public Sewer System																																			
<input type="checkbox"/> Septic Tank	<input type="checkbox"/> Built-in Barbecue	<input type="checkbox"/> Water Softener																																			
<input type="checkbox"/> Patio/Decking	<input type="checkbox"/> Water-conserving plumbing fixtures	<input type="checkbox"/> Gazebo																																			
<input type="checkbox"/> Sauna	<input type="checkbox"/> Pool <input type="checkbox"/> Child Resistant Barrier*	<input type="checkbox"/> Spa <input type="checkbox"/> Locking Safe Cover*																																			
<input type="checkbox"/> Hot Tub <input type="checkbox"/> Locking Safe Cover*	<input type="checkbox"/> Automatic Garage Door Opener(s)	Number of Remote Controls: _____																																			
<input type="checkbox"/> Security Gate(s)																																					
<input type="checkbox"/> Addendum attached.																																					
----- PAGE TWO OF FIVE ----- FORM 304 -----																																					

Figure 1 Continued

PAGE THREE OF FIVE — FORM 304

B. Are you (Seller) aware of any significant defects/malfunctions in any of the following? Yes No.
 If yes, check appropriate boxes below.

Interior Walls Ceilings Floor Exterior Walls Insulation Roof(s) Windows
 Doors Foundation Slab(s) Driveways Sidewalks Walls/Fences
 Electrical Systems Plumbing/Sewers/Septics
 Other Structural Components (Describe): _____

If any of the above is checked, explain. (Attach additional pages if necessary):

□ Addendum attached.

*Installation of a listed appliance, device, or amenity is not a precondition of sale or transfer of the dwelling. The certain manufacture device, garage door opener, or child-resistant pool barrier may not be in compliance with the safety standards required by the applicable code standard or standard(s) set forth in Chapter 12.5 (commencing with Section 13260) of Part 2 of Division 12 or automatic reversing device standards as set forth in Chapter 12.5 (commencing with Section 19890) of Part 3 of Division 13 of, or the pool safety standards of Article 2.5 (commencing with Section 115920) of Chapter 5 of Part 10 of Division 104 of, the Health and Safety Code. Window security bars may not have quick-release mechanisms in compliance with the 1995 edition of the California Building Standards Code.

C. Are you (Seller) aware of any of the following:

1. Substances, materials or products which may be an environmental hazard such as, but not limited to, asbestos, formaldehyde, radon gas, lead-based paint, mold, fuel or chemical storage tanks, and contaminated soil or water on the subject property Yes No

2. Features of the property shared in common with adjoining landowners, such as walls, fences, and driveways, whose use or responsibility for maintenance may have an effect on the subject property Yes No

3. Any encroachments, easements or similar matters that may affect your interest in the subject property Yes No

4. Room additions, structural modifications, or other alterations or repairs made without necessary permits Yes No

5. Room additions, structural modifications, or other alterations or repairs not in compliance with building codes Yes No

6. Fill (compacted or otherwise) on the property or any portion thereof Yes No

7. Any settling from any cause, or slippage, sliding, or other soil problems Yes No

8. Flooding, drainage or grading problems Yes No

9. Major damage to the property or any of the structures from fire, earthquake, floods, or landslides Yes No

10. Any zoning violations, nonconforming uses, violations of "setback" requirements Yes No

11. Neighborhood noise problems or other nuisances Yes No

12. CC&Rs or other deed restrictions or obligations Yes No

13. Homeowners' Association which has any authority over the subject property Yes No

14. Any "common area" (facilities such as pools, tennis courts, walkways, or other areas co-owned in undivided interest with others) Yes No

15. Any notices of abatement or citations against the property Yes No

16. Any lawsuits by or against the Seller threatening to or affecting this real property, including any lawsuits alleging a defect or deficiency in this real property or "common areas" (facilities such as pools, tennis courts, walkways, or other areas co-owned in undivided interest with others) Yes No

PAGE THREE OF FIVE — FORM 304

PAGE FOUR OF FIVE — FORM 304

If the answer to any of these is yes, explain. (Attach additional pages if necessary):

□ Addendum attached. (See **ft** Form 251)

- D. 1. The Seller certifies that the property, as of the close of escrow, will be in compliance with Section 13113.8 of the Health and Safety Code by having operable smoke detector(s) which are approved, listed, and installed in accordance with the State Fire Marshal's regulations and applicable local standards.
2. The Seller certifies that the property, as of the close of escrow, will be in compliance with Section 19211 of the Health and Safety Code by having the water heater tank(s) braced, anchored, or strapped in place in accordance with applicable law.

Seller certifies that the information herein is true and correct to the best of the Seller's knowledge as of the date signed by the Seller.

Seller: _____ Date: _____, 20_____

Seller: _____ Date: _____, 20_____

SELLER'S AGENT'S INSPECTION DISCLOSURE

(To be completed only if the Seller is represented by an agent in this transaction.)

THE UNDERSIGNED, BASED ON THE ABOVE INQUIRY OF THE SELLER(S) AS TO THE CONDITION OF THE PROPERTY AND BASED ON A REASONABLY COMPETENT AND DILIGENT VISUAL INSPECTION OF THE ACCESSIBLE AREAS OF THE PROPERTY IN CONJUNCTION WITH THAT INQUIRY, STATES THE FOLLOWING:
 Agent notes no items for disclosure.

Agent notes the following items: _____

Listing Broker: _____ DRE#: _____
 (Broker Representing Seller — Please Print)

By: _____ Date: _____, 20_____
 (Associate Licensee or Broker Signature)

AGENT'S INSPECTION DISCLOSURE

(To be completed only if the agent who has obtained the offer is other than the agent above.)

THE UNDERSIGNED, BASED ON A REASONABLY COMPETENT AND DILIGENT VISUAL INSPECTION OF THE ACCESSIBLE AREAS OF THE PROPERTY, STATES THE FOLLOWING:
 Agent notes no items for disclosure.
 Agent notes the following items: _____

Selling Broker: _____ (Broker Obtaining the Offer — Please Print)

By: _____ Date: _____, 20_____
 (Associate Licensee or Broker Signature)

PAGE FOUR OF FIVE — FORM 304

V

BUYER(S) AND SELLER(S) MAY WISH TO OBTAIN PROFESSIONAL ADVICE AND/OR INSPECTIONS OF THE PROPERTY AND TO PROVIDE FOR APPROPRIATE PROVISIONS IN A CONTRACT BETWEEN BUYER(S) AND SELLER(S) WITH RESPECT TO ANY ADVICE/INSPECTIONS/DEFECTS.

A REAL ESTATE BROKER IS QUALIFIED TO ADVISE ON REAL ESTATE. IF YOU DESIRE LEGAL ADVICE, CONSULT YOUR ATTORNEY.

I WE ACKNOWLEDGE RECEIPT OF A COPY OF THIS STATEMENT.

Date: _____, 20_____

Buyer: _____

Buyer's Broker: _____

Date: _____, 20_____

Agent: _____ (Broker Obtaining the Offer — Please Print)

DRE #: _____

By: _____ (Associate Licensee or Broker Signature)

I WE ACKNOWLEDGE RECEIPT OF A COPY OF THIS STATEMENT.

Date: _____, 20_____

Seller: _____

Seller's Broker: _____

Date: _____, 20_____

Agent: _____ (Broker Representing Seller — Please Print)

DRE #: _____

By: _____ (Associate Licensee or Broker Signature)

SECTION 1102.3 OF THE CIVIL CODE PROVIDES A BUYER WITH THE RIGHT TO RESCIND A PURCHASE CONTRACT FOR AT LEAST THREE DAYS AFTER THE DELIVERY OF THIS DISCLOSURE IF DELIVERY OCCURS AFTER THE SIGNING OF AN OFFER TO PURCHASE. IF YOU WISH TO RESCIND THE CONTRACT, YOU MUST ACT WITHIN THE PRESCRIBED PERIOD.

A REAL ESTATE BROKER IS QUALIFIED TO ADVISE ON REAL ESTATE. IF YOU DESIRE LEGAL ADVICE, CONSULT YOUR ATTORNEY.

A buyer is located, a purchase agreement entered into and escrow opened. During the escrow period, the buyer is handed the TDS, which he approves. Prior to closing escrow, a county building inspector contacted by the buyer advises the buyer that building code violations exist on the property.

After closing, the buyer makes a demand on the seller to pay the cost of correcting the code violations. He claims the seller misrepresented the condition of the property since the seller failed to disclose in the Condition of Property Disclosure Statement that building code violations existed on the property.

The seller claims the buyer is not entitled to recover the cost of curing the code violations. The TDS disclosed that the seller **possessed no knowledge** of any code violations when he prepared the disclosure statement received and approved by the buyer.

Here, the seller **disclosed his lack of actual knowledge** of any code violations in the TDS. The disclosure in the statement enables the seller to avoid liability for building code violations which actually existed and were unknown to the seller.

A seller completes the mandatory Condition of Property Disclosure Statement only as a disclosure of the seller's **state of awareness** (actual knowledge) regarding the condition of the property. Thus, the statement does not itself disclose the **actual conditions** which may exist on the property. In a word, it is not a *warranty* of the actual state of the property's condition. Instead, it is a statement of the seller's **awareness** of the property's condition.

The buyer's alternative remedies include:

- canceling the transaction under the statutory seller's disclosure scheme;
- requiring the violations be cured before escrow can close; or
- reducing the price to cover the cost to cure the violations.

Excuse my state of awareness

Serving as a **lack-of-awareness disclosure**, the statutory Transfer Disclosure Statement has become *discredited* as the buyer's primary source of information about the integrity of the physical condition of the property being purchased.

In practice, a listing agent hands the seller's TDS to a prospective buyer (or the buyer's agent) to **induce reliance** on its content to establish the integrity of the property's condition. With the TDS in hand, the buyer establishes the price, terms and conditions on which he will make an offer to purchase the property or close escrow.

The disclosure is not presented to the buyer by the listing agent as a "red flag warning" accompanied by instructions to the buyer to confirm the condition of the seller's state of awareness by obtaining a home inspection report to determine the actual condition of the property before entering into a purchase agreement or closing escrow.

However, the buyer's agent, mindful of the lack-of-awareness limitation on the effectiveness of the TDS, cannot in good faith allow his buyer to give any weight to the seller's disclosure statement, except for the defects actually disclosed.

Thus, the "not-a-warranty" disclaimer in the disclosure statement puts everyone on notice that the TDS is not a part of the purchase agreement. The fact the TDS is an addendum to the purchase agreement to

evidence its delivery to the buyer does not make it a representation of the actual condition of the property. The question remains as to just what role the disclosure should play, other than to get the seller on record as to the defects he will disclose.

Buyers and their agents will learn not to use the disclosure handed them by the listing agent as a basis for setting a definitive price and terms of purchase. To everyone's benefit, the well-informed buyer will be induced to rely on **home inspection reports**, whether obtained by the seller or the buyer, to advise the buyer about the actual physical condition of the property.

Include a home inspector

A competent listing agent will aggressively recommend to his sellers that before the property is marketed they retain a **home inspector** to conduct a physical examination to determine the condition of the property and issue a report on his findings. [See Chapter 26]

A home inspector often detects and reports property defects overlooked by the seller and not observed during a visual inspection by the listing agent. Significant defects which remain undisclosed tend to surface after closing as claims against the listing broker for deceit. A home inspector troubleshoots for defects not observable to the untrained eye of a broker and his listing agent. [Calif. Business and Professions Code §7195]

Listing broker's mandatory inspection

A **seller's broker** (or the broker's listing agent) is obligated to personally carry out a *visual inspection* of the property and do so competently. The seller's disclosures on the Condition of Property Disclosure Statement are then reviewed by the broker or the listing agent for discrepancies. They then add any information about their knowledge of material defects which have gone undisclosed by the seller (or the home inspector) and are known to the listing agent or observed during the agent's inspection.

A buyer has **two years** to pursue the seller's broker and listing agent to recover losses caused by the broker's or his agent's **negligent failure** to disclose observable and known defects affecting the physical condition and value of the property. Undisclosed defects permitting recovery are those which would have been observed by a reasonably competent broker during a visual on-site inspection. A listing agent is expected to be as competent in an inspection as his broker would be. [CC §2079.4]

However, the buyer will be unable to recover money from the seller's broker if the seller's broker or listing agent inspected the property and would not have observed the defect and did not actually know it existed. [CC §1102.4(a)]

Following their mandatory visual inspection, the seller's broker or his listing agent might make some of their disclosures on the seller's TDS by relying on **specific items** covered in a home inspector's report. Should the items relied on later be contested by the buyer as incorrect or inadequate, the broker and his agent are entitled to indemnification from the home inspection company issuing the report. [**Leko v. Cornerstone Building Inspection Service** (2001) 86 CA4th 1109]

Unconfirmed seller representations

Consider a broker who is acting as a relocation agent for a property owner's employer. The broker takes title to the owner's one-to-four unit residential property since it did not sell during the listing period. After taking title, a buyer is located for the property.

The prospective buyer is handed the previous owner's Condition of Property Disclosure Statement. The statement does not disclose night-time noise conditions which affect the property's value and were known to the owner. The broker does not know of the noise conditions and observes none during his day-time visual inspection of the property. Thus, he does not note the adverse condition on the owner's TDS in the space provided for an agent's comments.

The buyer, on occupying the property, discovers the undisclosed noise conditions. Due to the intensity of the noise, the value of the property is less than the price paid.

The buyer seeks to recover the lost value from the listing broker. The broker claims he is not liable for the lost value since he was unaware of any noise conditions and could not have observed the noise during his day-time visual inspection of the property.

The buyer claims the broker is liable for the lost value since he owed a duty to the buyer to **investigate** and **verify** the prior owner's representations on the TDS for accuracy, not just visually inspect the property.

However, the seller's broker and his listing agent on the sale of a one-to-four unit residential property do not owe a duty to the buyer to **investigate and confirm** the truthfulness of the *owner's representations*. The broker does not represent the buyer. Thus, the listing broker is not liable for the lost value resulting from the undisclosed noise, unless known to the listing broker or his agent.

A listing broker's duty to the buyer is limited to conducting a visual inspection of the property and disclosing any **observations and actual knowledge** the listing broker or listing agent may have of the conditions on or about the property. The listing broker's awareness of conditions did not include the existence of night-time noise. [Shapiro v. Sutherland (1998) 64 CA4th 1534]

Nondisclosure by the seller

Now consider a residence which has a defect in its foundation. The defect affects the value of the property and is known to the seller, but not readily observable by a buyer.

The seller's Condition of Property Disclosure Statement does not reflect the seller's knowledge of the defective foundation.

A purchase agreement is entered into between the seller and buyer. The TDS is attached to the purchase agreement to acknowledge the buyer's receipt and avoid contingencies. Escrow is opened and the property is conveyed to the buyer on closing.

Within four years after escrow closes, the defective foundation worsens and becomes obvious to the buyer. The buyer makes a demand on the seller for his costs incurred to cure the defect.

Is the seller liable to the buyer for the cost incurred to repair the defective foundation?

Yes! Any seller, whether or not he is represented by a listing broker, has a duty to the buyer to disclose on the statutory Transfer Disclosure Statement all facts **known to the seller** about the condition of the property, which:

- are **not readily observable** by the buyer on an inspection of the property; and
- **affect the value and desirability**, and thus the integrity, of the property in the hands of the buyer. [Prichard v. Reitz (1986) 178 CA3d 465]

The illegal “as-is” sale

Consider a listing agent who, on conducting his visual inspection of a property, has reason to believe the property fails to conform to building and zoning regulations.

The agent knows a prospective buyer interested in making an offer is not aware of the possible violations, and might view the property’s value differently if he learns the violations may exist.

The buyer submits a purchase agreement offer. The agent prepares a counteroffer and includes an **as-is disclaimer provision** which the seller signs. The provision states the agent “makes no representations regarding the property and incurs no liability for any defects, the buyer agreeing to purchase the property “as is.” The counteroffer is submitted to the buyer and accepted.

After closing, the city refuses to provide utility services to the residence due to building code and zoning violations.

The buyer makes a demand on the seller’s broker and his listing agent for the buyer’s money losses due to overpricing and the cost of corrective repairs. The buyer claims the seller’s broker and listing agent breached their *general agency duties* owed the buyer. They failed to disclose material defects in the property **known** to the agent, but not the buyer.

The agent claims the buyer waived his right to collect money damages when he signed the purchase agreement with the “as-is” disclaimer.

Does use of an “as-is” disclaimer provision shield a listing broker from liability for the buyer’s losses caused by the building and zoning violations which were **suspected to exist** by the broker’s listing agent and not known or suspected by the buyer?

No! The seller’s broker and listing agent have a **general duty**, owed to all parties in the transaction, to personally conduct a competent visual inspection of the property sold. Based on their inspection, they are to disclose **all known and observable** property conditions which adversely affect the value and desirability of the property which are not already known to the buyer. The breach of this duty by the listing agent’s failure to disclose his knowledge or observations about **potential adverse conditions** is not excused by writing an “as-is” disclaimer into the purchase agreement in lieu of factual disclosures. [**Katz v. Department of Real Estate** (1979) 96 CA3d 895]

“As is” provisions become unnecessary to explain the condition of the property when information regarding defects is included in the seller’s TDS and handed to the buyer. The seller simply discloses the defects, whether he does or does not agree to make repairs.

Further, public policy prohibits the sale of one-to-four unit residential property “as is.” All buyers purchase property “as disclosed” by the seller, the seller’s broker and the broker’s agents, and as actually observed by the buyer **prior to entering** into the purchase agreement. When defects are disclosed prior to entering into a purchase agreement, negotiations may call for the seller to correct some or all of the disclosed defects. If not, the buyer takes the defects *as disclosed*. [CC §1102.1(a)]

Controlled and exempt sellers

Unless a seller is *exempt*, sellers of one-to-four unit residential real estate are required to furnish buyers with a statutory Transfer Disclosure Statement filled out by the seller. [CC §1102]

Listing brokers and their agents are never exempt from:

- conducting a **visual inspection** of a one-to-four unit residential property, sold or acquired on behalf of a seller or buyer [CC §2079]; and
- disclosing their **observations and knowledge** about the property on a TDS form or other separate document, whether or not the seller is exempt from using the form. [CC §1102.1]

Transactions which exempt the seller (but not the listing agent) from preparing and delivering the statutory TDS to the buyer include transfers:

- by court order, such as probate, eminent domain or bankruptcy;
- by judicial foreclosure or trustee's sale;
- on the resale of real estate owned property acquired by a lender on a deed-in-lieu of foreclosure, or by foreclosure;
- from co-owner to co-owner;
- from parent to child;
- from spouse to spouse, including property settlements resulting from a dissolution of marriage;
- by tax sale;
- by reversion of unclaimed property to the state; and
- from or to any government agency. [CC §1102.2]

Duty to disclose on exempt sales

A seller who is exempt from the **use and delivery** of the statutory Condition of Property Statement to buyers still has a *common law duty* to prospective buyers to disclose all **known defects**. In exempt transactions, the seller and listing agent can use a separate document to make the disclosures, or they may use the TDS form to list the defects known or suspected by them to exist to avoid deceit. [CC §1102.1(a)]

The best property disclosure tool for exempt sellers is the preparation and delivery of the statutory disclosure form (and a property inspector's report) to prospective buyers or buyer's agents on every type of transaction. If the transaction is exempt or concerns property other than one-to-four residential units, the form should still be used.

Foreclosing lender's silent deceit

Consider a trust deed lender who holds a trustee's foreclosure sale on a one-to-four unit residential property. The lender knows soil defects exist on the property, but does not disclose the defects to the bidders at the trustee's sale — a sale which exempts the seller (lender) from use of the statutory Condition of Property Disclosure Statement. [CC §1102.2(c)]

The high bidder at the trustee's sale later discovers the property's soil defects. The high bidder demands a full return of the sales price from the lender in exchange for return of the property to the lender, a recovery remedy called *rescission and restoration*.

The high bidder claims the lender had a common-law duty to prospective bidders to disclose property defects known to the foreclosing lender which materially affect the value of the property.

The lender claims the exemption of a foreclosing lender's use of the TDS form at a trustee's sale **eliminates any duty** the lender or trustee may have had to disclose defects in the property's condition known to them. The lender claims the ancient doctrine of *caveat emptor* or "buyer beware" controls the bidding at the foreclosure sale.

Can the high bidder rescind the sale for the lender's failure at the trustee's sale to disclose known material defects in the condition of the property?

Yes! A transaction which exempts sellers from using the statutory TDS form to disclose known defects does not eliminate the foreclosing lender's common-law duty owed to the buyer to make those disclosures. The lender exemption does not also immunize the lender from liability for failing to disclose property defects **actually known** to him which affect the property's value and desirability to prospective buyers. [Karoutas v. HomeFed Bank (1991) 232 CA3d 767]

What is the "as-is" condition?

Since *Karoutas*, legislation states a lender (or trustee) at a trustee's sale is not in violation of law if bidders are advised the property is being sold "as is." Thus, no *contractual warranties* are given by the lender about the property's condition. [CC §2924h(g)]

By announcing the property is being sold "as is," the lender does not warrant the actual condition of the property to the bidders.

Editor's note — However, even with legislation allowing lenders to sell property "as is" at trustee's sales to avoid a contractual warranty, Karoutas represents a line of reasoning the courts will continue to uphold. A foreclosing lender will not be sheltered from liability for its intentional misrepresentation and deceit at a public sale when the buyer later discovers a material defect the lender knew existed and failed to disclose.

*The contractual disclaimer stating the property is sold "as is" draws the lender into a web of **deceit by silence**, called **intentional misrepresentation by omission**.*

Announcing the property is sold "as is" does not excuse the lender from his common-law duty to disclose those defects actually known to the lender which affect the value and desirability of the property. A lender selling property at a foreclosure sale does not have the listing broker's duty owed to a buyer to conduct a visual inspection (or a home inspector's duty to conduct a physical examination) of the property and disclose its findings to potential bidders.

*However, the lender does have and will continue to owe a common-law duty to disclose facts known to him which adversely affect the property's value. Disclosures will remain that way until the legislature states its intention to eliminate the lender's common-law disclosure duty by codifying the reestablishment of the long discredited doctrine of pure capitalism known as *caveat emptor*.*

Chapter 25

Safety standards for improvements

This chapter establishes the need for a seller and listing agent to make disclosures about a property's noncompliance with current safety standards before acceptance of a buyer's offer.

Disclosing noncompliant improvements

A seller of a one-to-four unit residential property, who is solicited by a listing agent, enters into a listing agreement employing the agent's broker to locate buyers and sell the property.

The seller is asked to fill out a Transfer Disclosure Statement (TDS) and return it to the listing agent. When the TDS is filled out by the seller and picked up by the listing agent, the agent will conduct his own **visual inspection** of the property as mandated. On completion of the inspection, the agent will note any defects he observed on the TDS and sign it. [Calif. Civil Code §2079; see **first tuesday** Form 304]

The seller fills out and signs the TDS and returns it to the listing agent.

The listing agent then conducts his visual inspection of the property to identify components and defects not disclosed by the seller on the TDS. He **observes several safety conditions** which he knows do not meet current building codes. These observations are noted on the seller's TDS in the space provided above the location for the listing agent's signature.

The disclosure statement signed by the seller and listing agent now reveals that the garage door closing mechanism is not equipped with an automatic reversing device, the spa does not have a locking safety cover, the pool does not have barriers restricting access, the water heater is not anchored or braced, and the security bars on the windows in one of the bedrooms do not have a release mechanism — all in violation of current safety standards.

The TDS and all other seller disclosures and property reports are included as part of a listing package the listing agent will hand to prospective buyers and buyer's agents.

At an open house held on the property by the listing agent, a visitor indicates he is interested in possibly buying the property and asks for more information about the property.

By the visitor's request for additional property information, the visitor has begun **negotiations**. Thus, he has become a *prospective buyer*, entitled to a complete set of disclosures from the seller or the seller's agent before any offer is made.

The listing agent responds to the request by handing the prospective buyer the **listing package** which includes a copy of the TDS for the buyer's review.

A purchase agreement offer is then prepared and eventually signed by the prospective buyer, acknowledging receipt of the TDS and all other disclosures mandated for the transaction. The purchase agreement offer does not contain a provision calling for the seller to correct any of the previously disclosed safety defects or to bring the property up to current building standards.

However, prior to closing, the buyer becomes concerned about the existing safety defects. Also, local ordinances may require the safety defects to be eliminated before issuing the buyer a certificate of occupancy.

The buyer makes a demand on the seller to repair, replace or install an automatic reversing device for the garage door, a locking cover for the spa, barriers to restrict access to the pool, a brace or anchor on the water heater and security bar release mechanisms as necessary to meet current safety standards. The buyer claims the seller must cure the safety defects by meeting current construction standards before the seller can require the buyer to close escrow on the sale.

The seller refuses to cure any of the defects, claiming the buyer must close escrow since the **buyer knew** the defects existed before entering into the purchase agreement and the seller never agreed to correct the defects and bring the property up to current building codes.

Can the seller cancel or enforce the purchase agreement when the buyer refuses to close escrow due to the existence of physical defects in the property known to the buyer before the buyer agreed to purchase the property, which the seller has not agreed to cure?

Yes! The buyer knew the precise condition of the property when he agreed to the price he would pay to purchase the property.

Thus, the buyer agreed to acquire the property “as disclosed” in the seller’s TDS. The buyer was **on notice** of the defects prior to his agreement to buy the property and did not bargain for the seller to cure the defects as a condition for paying the agreed price.

Automatic garage doors

All automatic garage doors installed after January 1, 1991 are required to have an automatic reverse safety device which meets code. [Calif. Health and Safety Code §19890(a)]

In addition, garage door openers installed after January 1, 1993 are required to have a sensor which, when garage door movement is interrupted or misaligned, causes a closing door to open and prevents an open door from closing. [Health & S C §19890(b)]

The safety standards for garage doors are designed to prevent children from becoming trapped under closing doors. Property constructed before 1993 probably do not meet current safety standards.

Further, when any residential garage door is serviced, the person servicing the garage door must test whether the door reverses on contact with a two-inch high obstacle placed beneath the door.

If the door does not reverse, the repairman must place a warning sticker on the garage door stating the door does not reverse and is not in compliance with current safety standards. [Health & S C §19890(e)]

Child resistant pool barriers

A construction permit issued after 1997 for a pool at a single-family residence requires the completed pool to comply with **at least one** of the following safety requirements, i.e.,:

- the pool is isolated from access to the house by a surrounding fence or barrier at least 60 inches in height;

- the pool incorporates up-to-code removable mesh pool fencing with a self-closing and self-latching gate that is key lockable;
- an approved safety cover is installed for the pool;
- an up-to-code surface motion, pressure, sonar, laser, or infrared swimming pool alarm is installed in the pool that will sound when it detects accidental or unauthorized entrances into the water;
- all the doors of the residence providing access to the pool are equipped with a self-closing, self-latching device with a release mechanism placed no lower than 54 inches above the floor; or
- some other means of protection as determined to be adequate by an approved testing laboratory as meeting certain standards. [Health & S C §115922]

These safety requirements do not apply to hot tubs or spas with locking safety covers.

Condominium and apartment projects are not required to maintain safety barriers for pools and spas as their projects are not classified as single-family residences. Also, pools in condos and apartments are considered public facilities.

However, condo projects and apartment buildings must post signs indicating whether or not lifeguard services are available. Lifeguard services are not required, and if not provided, a sign saying so must be posted. [Health & S C §116045]

Public pools and spas are considered environmental hazards to a user's health if the managers do not operate and maintain them in a sanitary, healthful and safe manner. [Health & S C §116040]

If pools and spas in multiple-housing projects are not operated or maintained in a sanitary, healthful and safe condition, the pools and spas are considered a public nuisance and can be shut down by local health inspectors. [Health & S C §116060]

Water heaters

All existing residential water heaters are to be anchored, braced *or* strapped to prevent displacement due to an earthquake. [Health & S C §19211(a)]

A residential seller must state whether the water heater is anchored, braced *or* strapped. [Health & S C §19211(b)]

If the water heater meets safety requirements, the seller notes the compliance by marking the box on the TDS next to "anchored, braced or strapped." No further notice is necessary as it would be redundant and is not required.

If the seller's water heater does not comply, the seller should include a written statement on the TDS disclosing that fact.

When a prospective buyer receives the TDS before entering into a binding purchase agreement, and the TDS notes the water heater is not in compliance with safety standards, the prospective buyer has agreed to accept the property with the defect, unless a provision to the contrary is included in the purchase agreement.

Residential security bars

Security bars on residential property must have release mechanisms for fire safety reasons.

However, the release mechanisms are not required if each bedroom with security bars contains a window or door to the exterior which opens for escape purposes. [Health & S C §13113.9]

[Not Required Reading]

Become a broker now and earn more money!

first tuesday Educators — DRE Sponsor No. 0473
1-800-794-0494

You can become a broker if you are a legal U.S. resident aged 18 years or older and meet the minimum education and experience requirements. (Attorneys licensed in California automatically qualify to take the broker exam without concern for the education and experience requisites placed on non-attorneys.)

The **educational prerequisites** for a sales agent to become a broker include the completion of eight courses, including the six specific titles of Practice, Finance, Legal Aspects, Appraisal, Economics and Principles, plus two selections from nine other course titles such as Property Management and Escrows. Many college courses such as Business Law, Accounting, or Office Administration also qualify as alternatives to some of these educational requirements.

The **work experience** needed by a sales agent to qualify to take the state broker exam consists of two years of full-time employment within the last five years as an agent of a broker or equivalent part-time employment. Experience in other occupations dealing with title or real estate (escrow, title, owner-builder, lending, etc.) qualifies as a substitute for experience as a sales agent. Holding a four-year degree from a regionally accredited college will also exempt you from the experience requirement.

If you meet the education and experience requirements, you can then submit a **Broker Examination Application** (RE400B) to the DRE and take the Broker Exam.

You are allotted five hours to take the **broker exam** — two and one-half hours in the morning and two and one-half hours in the afternoon. Exams are usually scheduled on Wednesdays in San Diego, Los Angeles, Fresno, Oakland or Sacramento.

To pass the exam, you must answer 75% of the 200 multiple choice questions correctly.

If you do not pass the exam, you may continue to re-take the exam for a fee of \$95 until you pass or two years run since filing your application.

On passing the exam, the DRE will send you a **Broker License Application** (RE200). You will fill it out and send it in with the broker licensing fee of \$300.

For current DRE fees, visit www.dre.ca.gov.

Read about your future — now!

New analysis every day, on issues affecting your evolving real estate market.

firstrtuesdayjournal.com

YES! Send me the five courses checked below and 350+ FREE ft real estate forms!

Do not select courses you have already taken.

Check
any FIVE for
\$249.00
\$199.00 for four courses
\$149.00 for three courses
(Includes taxes and shipping)

- Finance
- Legal Aspects
- Practice
- Property Management
- Economics
- Escrows NEW
- Appraisal
- Principles

Want to pay one course at a time?

Call us about our Five-Pay Plan!

NOTICE: By ordering, I acknowledge I've reviewed the General Information page available at www.firstrtuesday.us. All courses have a minimum 18-day enrollment requirement.

Enroll Now!

Call 800-794-0494 Fax 877-319-8510

www.firstrtuesday.us

P.O. Box 20069 Riverside, CA 92516

- Visa Mastercard Check enclosed
- Add the State Exam Prep Book for **\$30.00**

Card # _____ / _____ / _____ / _____ Exp. _____

Name: _____

Address: _____

City: _____ CA, Zip: _____

Phone: _____

Email: _____

Real Estate ID #: _____

399 09/11

You and first tuesday



on common ground



firstrtuesdayRE

Chapter 26

The home inspection report

This chapter introduces the seller's and listing agent's use of a home inspection report to document the present physical condition of the listed property for prospective buyers.

Transparency by design, not default

A seller of a one-to-four unit residential property, on entering into a listing to sell the property, is asked to give the listing agent authority to order out a home inspection report (HIR) from a local home inspection company as part of the seller's cost to properly market the property for sale.

The listing agent explains the HIR will be used to prepare the seller's Condition of Property (Transfer) Disclosure Statement (TDS). The report will then be attached to the seller's TDS, both being included in the listing agent's marketing package.

On receipt of the report, the seller could act to eliminate some or all of the deficiencies noted in the home inspection report. On the elimination of any defects, an updated report would be ordered out for use with the TDS.

The seller's TDS, as reviewed by the listing agent and supplemented with the HIR, will be used to inform prospective buyers about the precise condition of the property before they make an offer to purchase. Thus, the seller will not be confronted later with demands to correct defects or to adjust the sales price in order to close escrow. The property will have been purchased by the buyer "as disclosed."

The listing agent's marketing role

The task of gathering information about the condition of the property listed for sale and delivering the information to prospective buyers lies primarily with the listing agent. [Calif. Civil Code §2079]

Further, to retain control throughout the process of marketing, selling and transferring ownership, the listing agent must be the one who requests the HIR (on behalf of the seller). The listing agent will lose control over the marketing and closing process, and expose himself (and his seller) to claims of misrepresentation, when the buyer or the buyer's agent is the one who first orders the HIR.

As part of the listing agent's management of the home inspection activity, the agent should be present while the *home inspector* carries out his investigation of the property. The agent can discuss the **home inspector**'s observations and whether his *findings are material* in that they affect the desirability, value, habitability or safety of the property, and thus its value to prospective buyers.

If the listing agent cannot be present, then he should request that the home inspector call the agent before the HIR is prepared to discuss the home inspector's findings and any recommendations he may have for further investigation. On receipt and review of the report by the seller and listing agent, any questions or clarifications they may have on its content is followed up by a further discussion with the home inspector, and if necessary, an amended or new report.

A home inspector's qualifications

Any individual who holds himself out as being in the business of conducting a home inspection and preparing a home inspection report on his findings during the inspection of a one-to-four unit residential property is a **home inspector**. No licensing scheme exists to set the minimum standard of competency or qualifications necessary to enter the home inspection profession. [Calif. Business and Professions Code §7195(d)]

However, general contractors, structural pest control operators, architects and registered engineers typically conduct home inspections and prepare reports as requested by sellers, buyers and their agents. The duty of care expected of licensed members of these professions by prospective buyers who receive and rely on their reports is set by their licensing requirements and professional attributes, i.e., the skill, prudence, diligence, education, experience and financial responsibility normally possessed and exercised by members of their profession. These licensees are experts with a high level of duty owed to those who receive their reports. [Bus & P C §7068]

Home inspectors occasionally **do not hold** any type of license relating to construction, such as a person who is a construction worker or building department employee. However, they are required to conduct an inspection of a property with the same “degree of care” a reasonably prudent home inspector would exercise to locate material defects during their *physical examination* of the property and report their findings. Prospective buyers who rely on home inspection reports can expect a high level of competence from experts. [Bus & P C §7196]

However, a home inspector who is not a registered engineer cannot perform any analysis of systems, components or structural components which would constitute the practice of a civil, electrical or mechanical engineer. [Bus & P C §7196.1]

Hiring a home inspector

A seller's broker and listing agent can rely on items specified in a home inspection report (HIR) to prepare their TDS for delivery to prospective buyers.

Their reliance on an HIR prepared by an inspector relieves the seller and the listing broker from liability for errors which are unknown to them to exist. However, to rely on the HIR, they must be free of simple negligence in the selection of the home inspector who inspects and prepares the HIR. Thus, the broker must exercise ordinary care when selecting the home inspector.

If **care in the selection** of a home inspector is lacking, then reliance on the HIR by the seller and listing agent preparing the TDS will not relieve the broker or the listing agent of liability for the home inspectors incompetence or error.

However, use of an HIR by the listing agent does not relieve the agent (or his broker) from conducting their mandatory visual inspection. [CC §1102.4(a)]

Thus, the broker and listing agent must look into or be aware of whether the home inspector who prepares the report is qualified. The home inspector who holds a professional license or is registered with the state as a general contractor, architect, pest control operator or engineer is deemed to be qualified, unless the agent knows of information to the contrary.

When hiring a home inspector, the qualifications to look for include:

- educational training in home inspection related courses;

- length of time in the home inspection business or related property or building inspection employment;
- errors and omissions insurance covering professional liability;
- professional and client references; and
- membership in the California Real Estate Inspection Association, the American Society of Home Inspectors or other nationally recognized professional home inspector associations with standards of practice and codes of ethics.

Remember, the reason for hiring a home inspector in the first place is to assist the seller and his listing agent to better represent the condition of the property to prospective buyers, and hopefully reduce the risk of errors.

The home energy rater

Consider a first-time homebuyer who, acting on his own and without the advice of a buyer's agent, finds a fixer-upper for his starter home. He is able to foresee the costs of replacing the peeling wallpaper and obsolete bathroom fixtures, but has no practical idea about the costs of time and money to properly renovate the home.

In his first month in residence, the uncapped air conditioning ducts, badly sealed window frames and insufficient ceiling insulation cause his utility bills to skyrocket past his pre-closing estimates for operating the property as the owner. The buyer's financial options are more limited after acquiring the property than they were when he negotiated to purchase it.

As an owner, the buyer is responsible for the costs of any improvements to his home, and updating the home's energy-efficiency has the potential to become costly. Had the buyer retained a selling agent prior to making an offer or entering into a purchase agreement, he would likely have been advised to ask for a *home energy audit* (energy audit).

With the **energy audit** in hand, a buyer can incorporate the costs of the recommended energy efficient updates into the price he is willing to pay for the property. He can also use that information to compare the energy-efficiency of the home he is considering to other properties before making an offer. Information is powerful corroboration for justifying the terms and conditions of an offer, but it is needed up-front to do so.

In addition to ensuring the seller has hired a competent home inspector to complete the HIR, a buyer's selling broker may also insist a home energy audit be performed by a competent Home Energy Rater (Rater), which can be the home inspector.

The Rater is trained and certified by one of the Department of Energy's (DOE) certified providers:

- The California Certified Energy Rating & Testing Services (CalCERTS);
- California Home Energy Efficiency Rating System (CHEERS); and
- California Building Performance Contractors Association (CBPCA).

Home energy audit providers are private, non-profit organizations approved by the DOE as part of the California Home Energy Rating System (HERS) program. Audit providers have the exclusive rights to train, test and certify professional Raters.

Raters are trained through both classroom and field work in the theories of energy conservation and the analysis of a structure's energy related components.

After an extensive training process, the Rater is certified to do freelance energy audits, as long as his assessment of the energy conditions of the property is based on guidelines established by the HERS program. Anyone can hire a Rater to do an audit, the cost of which usually ranges between \$300-\$800.

Although Home Energy Raters are specially trained and certified, any home inspector may perform a home energy audit provided the audit conforms to the HERS regulations established by the California Energy Commission. [Bus & P C §§ 7199.5, 7199.7]

Reliance by buyers on the report

A listing agent requesting a home inspection report should advise the home inspector that the seller, broker and all prospective buyers of the property will be relying on the report. This disclosure will avoid later (unenforceable) claims by the home inspector that the report was intended for the sole use of the seller, broker or buyer who signed the home inspector's contract. [CC §1102.4(c)]

Consider a buyer under a purchase agreement who requests a home inspection report on the property being purchased. On receipt of the report, the buyer cancels the purchase agreement. Another prospective buyer interested in the property receives the same home inspection report from the listing agent and relies on it to acquire the property.

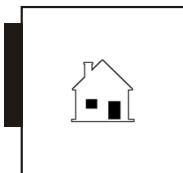
However, the report fails to correctly state the extent of the defects. The second buyer discovers the errors and makes a demand on the home inspector who prepared the report for the first buyer to cover the cost to cure the defects which were the subject of the errors.

The home inspector claims the report was prepared only for use by the buyer who requested the report and no subsequent buyer can now rely on it, as stated in the home inspection contract under which the report was prepared.

Here, the home inspector knew the listing agent also received the report and should have known that the agent would properly provide it to other prospective buyers if the buyer who ordered the report did not complete the purchase. A home inspection report, like an appraisal-of-value report or a structural pest control report, is not a confidential document.

Thus, all prospective buyers of the property are *entitled to rely* on the existing home inspection report.

This reliance by other prospective buyers imposes liability on the home inspector for his failure to exercise the level of care expected of a home inspector when examining the property and reporting defects. Liability for the defects is imposed regardless of the fact that the home inspection contract and report contained a provision restricting its use solely to the person who originally requested it. [**Leko v. Cornerstone Building Inspection Service** (2001) 86 CA4th 1109]



AUTHORIZATION TO INSPECT AND PREPARE A HOME INSPECTION REPORT

(Business and Professions Code §7195)

Prepared by: Agent _____
Broker _____

Phone _____
Email _____

DATE: _____, 20_____, at _____, California.

Home Inspector/Rep. _____
Home Inspection Company _____
Address _____
Phone _____ Cell: _____
Fax _____
Email _____

Agent's Name _____ DRE # _____
Broker's Name _____ DRE # _____
Address _____
Phone _____ Cell: _____
Fax _____
Email _____

FACTS:

1. Property address _____
1.1 Type of property _____
2. Owner's name _____
Phone _____
3. The home inspection report is for use in the agent's preparation of a transfer disclosure statement and reporting of the property conditions to prospective buyers.
4. Your contract for inspection and report will be entered into by the Owner, the Buyer, or the Agent.
4.1 Include a copy of the binder with dates of effectiveness for your professional liability insurance coverage.
5. Call the Agent, or the Seller, to set up the day and time for your inspection.
 - 5.1 The Agent will be present during the inspection.
 - 5.2 If the Agent is not present, call the Agent to discuss your findings before preparing the report.
6. Your inspection and report to include the following items:
 - 6.1 An energy efficiency inspection.
 - 6.2 Any improvements that are not in compliance with building permits or codes and any improvements for which no permit exists.
 - 6.3 The property's compliance with safety codes for child resistant pool barriers, hot tub covers, automatic garage doors, door locks/latches, gas valves, residential security bars and water heaters.
7. Your fee for this service will be paid in full on your delivery of your report to the Agent.
7.1 It is anticipated the amount of your fee will be \$ _____.
8. You are authorized to open an order and process this inspection.

Submitting Agent's Signature: _____

The home inspection contract

Provisions in a contract with a home inspector and his home inspection company which purport to limit the dollar amount of their liability for errors, inaccuracies or omissions in their reporting of defects to the dollar amount of the fee they received for the report are unenforceable.

Further, any provision in the home inspection contract or condition in the home inspection report which purports to waive or limit the home inspector's liability for the negligent investigation or preparation of the HIR is unenforceable. [Bus & P C §7198]

Should the buyer discover an error in the HIR regarding the existence or nonexistence of a defect affecting the value or desirability of the property, the buyer has no more than **four years after the date of the inspection** to file a legal action to recover any money losses. [Bus & P C §7199]

Occasionally, a boilerplate provision in the home inspector's contract or the home inspection report will attempt to limit the buyer's period for recovery to one year after the inspection occurred.

However, any such limitation the home inspector places on time periods during which the buyer must discover and make a claim is unenforceable. The statutory four-year period is needed to provide time for buyers to realize the home inspector produced a faulty report. [**Moreno v. Sanchez** (2003) 106 CA4th 1415]

The home inspector's malpractice insurance

An agent ordering a home inspection report needs to verify the home inspection company has *professional liability insurance coverage* before allowing the company to conduct an investigation and prepare a report.

Home inspectors who fail to detect and report a material defect or the extent of the defect may cause the buyer to incur costs to correct the significant defects. The buyer will be seriously disadvantaged in any recovery effort against the home inspector and the home inspection company unless insurance is available to pay amounts due the buyer.

Likewise, if the same defect was also missed by the listing agent due to the agent's failure to observe the defect during the agent's mandatory visual inspection, the broker and the listing agent are also liable to the buyer for the costs of curing the defect — separate from the home inspector's liability.

Here, the broker and listing agent will be able to force the home inspector to contribute to the recovery by an indemnification claim made by the broker against the home inspector for payment of all or a portion of the buyer's loss. Unless the home inspector has insurance coverage, the ability of the seller's broker to force the home inspection company to pay the home inspector's share of the responsibility for having failed to observe the same defect the listing agent missed will be limited to the home inspector's personal assets. [Leko, *supra*]

The inspection and report

A home inspection is a **physical examination** conducted on-site by a home inspector. The inspection of a one-to-four unit residential property is performed for a noncontingent fee.

The purpose of the physical examination of the premises is to identify material defects in the condition of the structure and its systems and components. **Material defects** are conditions which affect the property's:

- market value;
- desirability as a dwelling;
- habitability from the elements; and
- safety from injury in its use as a dwelling.

Defects are material if they adversely affect the price a reasonably prudent and informed buyer would pay for the property when entering into a purchase agreement. As the report may affect value, the investigation and delivery of the home inspection report to a prospective buyer must precede a prospective buyer's offer to purchase to be meaningful. [Bus & P C §7195(b)]

The home inspection is to be a *non-invasive examination* of the mechanical, electrical and plumbing systems of the dwelling, as well as the components of the structure, such as the roof, ceiling, walls, floors and foundations.

Non-invasive indicates there will not be an intrusion into the roof, walls, foundation or soil by dismantling or taking apart the structure which would disturb components or cause repairs to be made to remove the effects of the intrusion. [Bus & P C §7195(a)(1); see Form 130 accompanying this chapter]

The *home inspection report* is the written report prepared by the home inspector which sets forth his findings while conducting his physical examination of the property. The report identifies each system and component of the structure inspected, describes any material defects the home inspector found or suspects, makes recommendations about the conditions observed and suggests any further evaluation needed to be undertaken by other experts. [Bus & P C §7195(c)]

The listing agent needs to make sure the report addresses the cause of any defect or code violation found which constitutes a significant defect in the use of the property or cost to remedy the defects. The report should also include suspicions the home inspector might have which need to be clarified by further inspections and reports by others with more expertise.

The agent, or anyone else, may also request that the home inspector conduct an inspection on the energy efficiencies of the property and include his findings in the report. On a request for an **energy efficiency inspection**, the home inspector will report on items including:

- the R-value of the insulation in the attic, roof, walls, floors and ducts;
- the quantity of glass panes and the types of frames;
- the heating and cooling equipment and fans;
- water heating systems;
- the age of major appliances and the fuel used;
- thermostats;
- energy leakage areas throughout the structure; and
- the solar control efficiency of the windows. [Bus & P C §7195(a)(2)]

The home inspector's conflicts of interest

The home inspector who prepares a home inspection report, the company employing the home inspector and any affiliated company may not:

- pay a referral fee or provide for any type of compensation to brokers, agents, owners or buyers for the referral of any home inspection business;
- agree to accept a contingency fee arrangement for the inspection of the report, such as a fee payable based on the home inspector's findings and conclusions in the report or on the close of a sales escrow;
- perform or offer to perform any repairs on a property which was the subject of a HIR prepared by them within the past 12 months; or
- inspect any property in which they have a financial interest in its sale. [Bus & P C §7197]

FREE!

first tuesday



MEMBERSHIP BENEFITS

When you enroll in first tuesday Homestudy courses, you not only receive California's only multi-media presentation with study materials delivered in print, online and on CD-ROM, but all the benefits of first tuesday membership, including:

The first tuesday Forms-on-CD

Access 350+ real estate first tuesday forms and provide better protection for your buyers and your fee. All first tuesday forms are personalized for efficient marketing. We have a form for every type of transaction, including:

- Purchase agreements
- Leasing and rental agreements
- Listings and sales forms packages
- Listing arrangements
- Income property analytics
- Escrow, lending and office mgmt.

The Forms-on-CD also contains all 14 first tuesday textbooks in PDF format for your reference library, earthquake disclosure guides and the DRE reference manual!

The first tuesday journal online

firstrtuesdayjournal.com

Our online magazine on California real estate features new articles and charts every week to answer your questions about the direction of California's real estate market:

- **When will California's home sales volume show improvement?**
Check out trends in our "Home sales volume and price peaks" Market Chart!
- **How do I prepare myself for the real estate recovery?**
Find out what demographics to target for marketing your services in our "Golden state population trends" article!
- **Will getting rid of the mortgage tax deduction subsidies harm sales?**
Join in on the conversation about our "Subsidizing the American Dream" article!
- **How can I keep in contact with my potential clients?**
Download our free *Farm letter copy and templates*!
- **How can I keep up-to-date on legislative changes affecting real estate?**
Keep tabs on legislative and judicial updates with our *Legislative Watch* and *Recent Case Decisions*!

To access all these features and much more, visit firstrtuesdayjournal.com/preview and sign up for our free weekly email newsletter!

Smartphone users:
snap the QR code!



Chapter 27

Verify property disclosures: retain a home inspector

This chapter examines the buyer's use of a home inspector to confirm the physical condition of the property, as represented by the seller and listing agent, prior to entering into a purchase agreement.

Protecting the prospective buyer

A buyer, with the assistance of his agent, locates a one-to-four unit residential property suitable for the buyer to purchase. Both the the buyer and his agent walk through the property and confirm the property fits the buyer's needs.

The buyer's agent contacts the listing agent and informs him he has a prospective buyer who is interested in the property. The buyer's agent requests information on the property, including a title profile, a Transfer Disclosure Statement (TDS) and a *home inspection report* (HIR). The listing agent responds by suggesting the buyer's agent go ahead and submit a purchase agreement offer and that the "necessary disclosures for closing" will be delivered after an offer is accepted by the seller.

The indication the buyer's agent gets is that the listing agent has not prepared a listing package and no information on the property will be made available to prospective buyers until it is time to close escrow.

The buyer agrees with his agent to proceed with an offer at a price and on terms which the agent believes are justified. The agent has checked out comparable sales information provided by the title company, plus he has a working knowledge of properties in the immediate area. They know of no problems presented by the physical condition of the property.

An offer is prepared with contingency provisions regarding the condition of the property. The buyer has no information on the condition of the property except for his walk-through with his agent to determine whether the arrangement of the space within the structure was suitable.

Condition of property contingencies

Contingency provisions included in the purchase agreement, among others, call for:

- the seller to furnish an **HIR** prepared by an insured home inspector showing the land and improvements to be free of material defects [See **first tuesday** Form 150 §11.1(b)];
- the seller and the listing agent to prepare, sign and deliver a **condition of property disclosure** (TDS) [See **first tuesday** Form 150 §11.2]; and
- the **buyer to inspect** the property twice — once to initially confirm the condition of the property and once again before closing escrow to confirm maintenance has not been deferred and *material defects* discovered after entering into the purchase agreement have been corrected or eliminated. [See **first tuesday** 150 §11.4]

The offer is submitted and promptly rejected by the seller. Eventually, a purchase agreement is entered into which eliminates the provision calling for the seller to furnish an HIR. No previous offer has been submitted to the seller by other prospective buyers who obtained an HIR on the property.

The buyer authorizes his agent to immediately obtain an HIR, which the buyer's agent orders. The inspection takes place and the HIR is received by the buyer's agent and reviewed with the buyer. The seller and the listing agent have not delivered a TDS or any of the other seller disclosures or inspection reports which both the seller and the listing agent are duty bound to deliver to a prospective buyer. [Calif. Civil Code §§1102, 2079]

The home inspector's written report lists numerous significant defects he has observed during his physical inspection of the property's condition. Repair/replacement costs are estimated at \$2,500 to eliminate the defects not disclosed by the seller or observed by the buyer or the buyer's agent on their cursory review of the space within the structure.

Demands follow discovery

The buyer makes a written demand on the seller to cure (repair) the defects discovered by the home inspector based on the terms agreed to in the purchase agreement. [See **first tuesday** Form 150 §11.4; see Form 269 accompanying this chapter]

A copy of the HIR and a contractor's estimate of the cost to cure the defects are attached to the buyer's request for repairs. Thus, the buyer substantiates his demand on the seller to cover previously undisclosed defects.

The seller and his agent prepare a TDS and note all the defects listed in the HIR and on the buyer's notice demanding repairs. The seller then refuses to make any of the corrections, claiming he has disclosed the defects in the TDS as agreed in the purchase agreement. Eventually, the buyer is told to either close escrow or cancel.

Can the buyer require the seller to cure the **material defects** found by the home inspector and close escrow?

Yes! The seller must deliver the property to the buyer as disclosed by the seller and the seller's broker and observed by the buyer at the time the buyer's purchase agreement offer was accepted, not in the condition stated in an untimely disclosure made in the seller's TDS during escrow.

The seller's and listing agent's failure to disclose prior to acceptance is an omission of facts, called *negative fraud, deceit or misrepresentation by omission*.

The most significant issue arising out of these discoveries concerns the price the buyer agreed to pay in the purchase agreement. The seller and buyer agreed on a price for the property based on the conditions **disclosed and known** to the buyer at the time the offer was accepted.

Thus, the price represents the agreed value of a used, but defect-free property, except for any defects observed by the buyer or disclosed to the buyer prior to entering into the purchase agreement. The price, as it turns out, exceeded the property's fair market value by the amount of the costs which will be incurred to cure the defects and deliver the property "as disclosed" prior to acceptance.

Confirm the seller's disclosures

A seller and his listing broker must disclose to a prospective buyer all known and observable property conditions which adversely affect the value of the property.

	PROPERTY INSPECTION Buyer's Request for Repairs	
	Prepared by: Agent _____ Broker _____	Phone _____ Email _____

DATE: _____, 20_____, at _____, California.

TO SELLER: _____

FACTS:

1. Buyer entered into a purchase agreement with you dated _____, 20_____, agreeing to buy real estate referred to as _____.
2. The purchase agreement calls for an **initial inspection** of the real estate by Buyer, or a representative of Buyer.
 - 2.1 The inspection is to confirm that the condition of the real estate is substantially the condition reasonably expected by Buyer based on observations by Buyer and representations made by Seller or Seller's Agent to Buyer or Buyer's Agent prior to acceptance of the purchase agreement.
3. The purchase agreement calls for Buyer to notify Seller, on completion of Buyer's initial inspection, of any material defects discovered by Buyer which were undisclosed and unknown to Buyer prior to acceptance of the purchase agreement.
4. The purchase agreement further calls for Seller to repair, replace or correct the noticed defects prior to closing the transaction and delivering possession to Buyer.
5. By this notice of material defects in need of repair, replacement or correction, Buyer does not intend to cancel the purchase agreement or avoid Buyer's obligation to perform on the purchase agreement.
 - 5.1 Buyer will close as scheduled or as soon thereafter as any noticed defects have been eliminated by repair, replacement or correction and completion has been verified by Buyer.

THUS:

6. Buyer hereby confirms the condition of the property on the initial inspection satisfies Buyer's expectations of its physical condition regarding both the land and its improvements, **except** for the following itemized material defects in the condition of the property.
 - 6.1 Buyer hereby notifies Seller of the material defects in the condition of the property which were undisclosed and unknown to Buyer prior to acceptance of the purchase agreement and makes a demand on Seller to repair, replace or correct the following itemized defects prior to closing:

I agree to the terms stated above.

Date: _____, 20_____

Buyer: _____

Buyer: _____

Seller hereby acknowledges receipt of a copy.

Date: _____, 20_____

Seller: _____

Seller: _____

A Transfer Disclosure Statement completed by the seller and listing agent, without the benefit of an HIR, typically does not accurately or fully reveal the significant property defects or code violations which actually exist, whether or not known to the seller or listing agent.

When the seller has not obtained or refuses to authorize the preparation of an HIR prior to entering into a purchase agreement, the buyer should always order one on opening escrow to confirm the condition of the property before the expiration of any cancellation period.

A buyer should undertake an inspection in the interest of avoiding:

- after-closing discoveries of defects which require correction; and
- after-closing claims he may make against the seller to recover the value lost or the costs incurred to correct the defects.

The buyer's discovery of defects after acceptance of the purchase agreement and **prior to closing**, whether by the buyer's investigation or by the seller's tardy disclosure, does not alter the buyer's right to close escrow, acquire the property and pursue the recovery of costs or the loss of value due to **defects known** to the seller or the listing agent and not disclosed prior to entering into the purchase agreement.

Armed with an HIR containing findings of material defects not known to the buyer or disclosed at the time the purchase agreement was accepted, the buyer can then make the necessary demands on the seller. Thus, the buyer ensures the property will be delivered in the condition **as disclosed** by the seller on entering into the purchase agreement, whether or not a TDS was received prior to acceptance of the buyer's offer.

The buyer's remedies for deceit

If a home inspection report reveals property defects unknown and previously undisclosed to the buyer, the **buyer may**:

- **make a demand** on the seller to correct or eliminate the defects, and refuse to close escrow until the seller has either complied or agreed to an adjusted price [See Form 269];
- **refuse to close escrow** for lack of seller compliance to the demand for corrections and enforce the agreement and its price correction provisions by **specific performance**; or
- **close escrow** and make a money demand on the seller for the difference between the purchase price set in the purchase agreement and the price as adjusted for the undisclosed defects as called for in the purchase agreement. [**Jue v. Smiser** (1994) 23 CA4th 312]

If the purchase agreement entered into by the seller and buyer contains a **price adjustment provision**, the buyer can, before closing, enforce a reduction of the purchase price. The price adjustment will be for the amount of the costs necessary to bring the property into the condition as disclosed by the seller or the seller's broker and known to the buyer at the time of acceptance. [See **first tuesday** Form 150 §11.2(b)]

Also, by the seller failing to deliver the property in the condition disclosed prior to acceptance, the seller has failed to convey the property as agreed. Thus, the buyer is justified in refusing to close escrow until the seller compensates the buyer for, or corrects, the defects discovered during escrow.

However, if the buyer is made aware of facts about the condition of the property at the time the buyer enters into the purchase agreement, which would cause an ordinary buyer to be put on notice to investigate into their consequences, the buyer has no grounds for claiming a loss for the condition he knew about.

Final pre-closing inspection

A buyer must personally reinspect the property just before close of escrow to confirm:

- the quality of any repairs made by the seller; and
- the general condition and maintenance of the property after entering into the purchase agreement.

The buyer's right to a final pre-closing inspection of the property is agreed to in the purchase agreement. [See **first tuesday** Form 150 §11.3(b)]

On final inspection of the property, the buyer lists any property defects not already addressed, such as equipment and fixture malfunctions or deferred maintenance, on the final walk-through inspection statement. [See **first tuesday** Form 270]

Chapter 28

Natural hazard disclosures by the listing agent

This chapter demonstrates the use of the Natural Hazard Disclosure (NHD) Statement by sellers and listing agents to fulfill their obligations to inform prospective buyers.

A unified disclosure for all sales

Natural hazards come with the **location** of a parcel of real estate, not with the man-made aspects of the property. Locations where a property might be subject to natural hazards include:

- special flood hazard areas, a federal designation;
- potential flooding and inundation areas;
- very high fire hazard severity zones;
- wildland fire areas;
- earthquake fault zones; and
- seismic hazard zones. [Calif. Civil Code §1103(c)]

The existence of a hazard due to the geographic location of a property affects its value and desirability to prospective buyers. Hazards, by their nature, limit a buyer's ability to develop the property, obtain insurance or receive disaster relief.

Whether a seller markets his property himself or lists the property with a broker, the seller must disclose to prospective buyers any natural hazards **known to the seller**, as well as those contained in **public records**.

To unify and streamline the disclosure by a seller (and his listing agent) about those natural hazards which affect a property, the California legislature created a statutory form entitled the *Natural Hazard Disclosure (NHD) Statement*.

The NHD form is used by a seller and his listing agent for their preparation (or acknowledgement of their review of a report prepared by an NHD expert) and disclosure of natural hazard information. The information is both known to the seller and listing agent (and the NHD expert) and available to them as shown on maps in the public records of the local planning department. [CC §1103.2; see Form 314 accompanying this chapter]

Actual use of the NHD Statement by sellers and their agents is **mandated** on the sale of **one-to-four unit residential properties**, called *targeted properties*. Some sellers of targeted properties are excluded from mandatory use of the form, but never their listing agents. Thus, the form, filled out and signed by the seller (unless excluded) and the listing agent, must be included in listing packages handed to prospective buyers on every one-to-four unit residential property.

Figure 1

NATURAL HAZARD DISCLOSURE STATEMENT	
Prepared by: Agent Broker	Phone _____ Email _____
<p>NOTE: The seller's listing broker (and the seller) of one-to-four residential units shall prepare a Natural Hazard Disclosure (NHD) and deliver it to prospective buyers prior to making a purchase agreement offer and indicate compliance in the purchase agreement or a counteroffer. If not so disclosed, the buyer has the right to cancel the purchase agreement within three days of delivery of the disclosure in person. [Calif. Civil Code §1103.3]</p> <p>DATE: _____, 20_____, at _____ California. This disclosure statement is prepared for the following: <input type="checkbox"/> Seller's listing agreement <input type="checkbox"/> Purchase agreement <input type="checkbox"/> Counteroffer <input type="checkbox"/> dated _____, 20_____, at _____, California, entered into by _____, as the _____, regarding real estate referred to as _____.</p>	
<p>Natural Hazard Disclosure Statement: Seller and Seller's Agent(s) or a third-party consultant disclose the following information with the knowledge that even though this is not a warranty, prospective buyers may rely on this information in deciding whether and on what terms to purchase the subject property. Seller hereby authorizes any agent(s) representing any principal(s) in this action to provide a copy of this statement to any person or entity in connection with any actual or anticipated sale of the property.</p> <p>THE FOLLOWING ARE REPRESENTATIONS MADE BY SELLER AND SELLER'S AGENT(S) BASED ON THEIR KNOWLEDGE AND MAPS DRAWN BY THE STATE AND FEDERAL GOVERNMENT. THIS INFORMATION IS A DISCLOSURE AND IS NOT INTENDED TO BE PART OF ANY CONTRACT BETWEEN BUYER AND SELLER.</p> <p>THIS REAL PROPERTY LIES WITHIN THE FOLLOWING HAZARDOUS AREA(S): (Check appropriate response)</p> <ol style="list-style-type: none"> 1. A SPECIAL FLOOD HAZARD AREA (Any type Zone "A" or "V") designated by the Federal Emergency Management Agency. <input type="checkbox"/> Yes _____ No _____ Do not know/information not available from local jurisdiction_____ 2. AN AREA OF POTENTIAL FLOODING shown on an inundation map pursuant to Section 8589.5 of the Government Code. <input type="checkbox"/> Yes _____ No _____ Do not know/information not available from local jurisdiction_____ 3. A VERY HIGH FIRE HAZARD SEVERITY ZONE pursuant to Section 51178 or 51179 of the Government Code. The owner of this property is subject to the maintenance requirements of Section 51182 of the Government Code. <input type="checkbox"/> Yes _____ No _____ 4. A WILDLAND AREA THAT MAY CONTAIN SUBSTANTIAL FOREST FIRE RISKS AND HAZARDS pursuant to Section 4125 of the Public Resources Code. The owner of this property is subject to the maintenance requirements of Section 4291 of the Public Resources Code. Additionally, it is not the state's responsibility to provide fire protection services to any building or structure located within the wildlands unless the Department of Forestry and Fire Protection has entered into a cooperative agreement with the local agency for those purposes pursuant to Section 4142 of the Public Resources Code. <input type="checkbox"/> Yes _____ No _____ 5. AN EARTHQUAKE FAULT ZONE pursuant to Section 2622 of the Public Resources Code. <input type="checkbox"/> Yes _____ No _____ <p>----- PAGE ONE OF TWO -- FORM 314 -----</p> <p>----- PAGE TWO OF TWO -- FORM 314 -----</p> <p>6. A SEISMIC HAZARD ZONE pursuant to Section 2696 of the Public Resources Code. <input type="checkbox"/> Yes (Landslide Zone) _____ <input type="checkbox"/> Yes (Liquefaction Zone) _____ <input type="checkbox"/> No _____ Map not yet released by state _____</p> <p>THESE HAZARDS MAY LIMIT YOUR ABILITY TO DEVELOP THE REAL PROPERTY, TO OBTAIN INSURANCE OR TO RECEIVE ASSISTANCE AFTER A DISASTER.</p> <p>THE MAPS ON WHICH THESE DISCLOSURES ARE BASED ESTIMATE WHERE NATURAL HAZARDS EXIST. THEY ARE NOT DEFINITIVE INDICATORS OF WHETHER OR NOT A PROPERTY WILL BE AFFECTED BY A NATURAL DISASTER. BUYER(S) AND SELLER(S) MAY WISH TO OBTAIN PROFESSIONAL ADVICE REGARDING THOSE HAZARDS AND OTHER HAZARDS THAT MAY AFFECT THE PROPERTY.</p> <p>Check only one of the following:</p> <p><input type="checkbox"/> Seller and their agent represent that the information herein is true and correct to the best of their knowledge as of the date signed by Seller and Seller's Agent.</p> <p><input type="checkbox"/> Seller and their agent acknowledge that they have exercised good faith in the selection of a third-party report provider as required in Civil Code Section 1103.7, and that the representations made in this Natural Hazard Disclosure Statement are based upon information provided by the independent third-party disclosure provider as a substituted disclosure pursuant to Civil Code Section 1103.4. Neither Seller nor their agent has independently verified the information contained in this statement and report or is personally aware of any errors or inaccuracies in the information contained on the statement. This statement was prepared by _____</p> <p>Third-Party Disclosure Provider _____ Date _____ Date: _____, 20_____ Seller: _____ Seller's Broker: _____ DRE # _____ Seller: _____ Agent: _____ DRE # _____</p> <p>Buyer represents that he has read and understands this document. Pursuant to Civil Code Section 1103.8, the representations made in this Natural Hazard Disclosure Statement do not constitute all of Seller's or Seller's Agent's disclosure obligations in this transaction.</p> <p>Buyer: _____ Date: _____</p> <p>Buyer: _____ Date: _____</p>	
FORM 314 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494	

Editor's note — Any attempt by a seller or listing agent to use an "as-is" provision or otherwise provide for the buyer to agree to waive his right to receive the seller's NHD statement is void as against public policy. [CC §1103(d)]

Regarding excluded sellers and sales of property other than one-to-four unit residential property, use of the statutory NHD Statement by sellers and listing agents is an **optional** method for making their disclosure of natural hazard information to buyers.

However, delivery of the information by use of one form or another is not optional. A natural hazard disclosure is **mandated on all types of property**. [CC §1103.1(b)]

All sellers, and any listing or selling agent involved, have an initial common law duty owed to prospective buyers to disclose conditions on or about a property which are **known to them** and might adversely affect the buyer's willingness to buy or influence the price and terms of payment he is willing to offer.

Natural hazards, or the lack thereof, irrefutably affect a property's value and desirability to a prospective buyer. If a hazard is known to any agent (as well as the seller) or noted in public records, it must be disclosed to the prospective buyer before he agrees to purchase the property. If not disclosed, the buyer can cancel the transaction, called *termination*. And if the transaction has closed escrow, the buyer may **rescind** the sale and be **refunded** his investment, called *restoration*. [**Karoutas v. HomeFed Bank** (1991) 232 CA3d 767]

Therefore, the need to prepare the seller's NHD statement in advance of locating a prospective buyer **must be anticipated** by the seller and listing agent.

If the need is not anticipated, the NHD will not be prepared, signed and available for delivery to prospective buyers before an offer is accepted or a counteroffer is made, all requisites to delivery of the NHD *as soon as practicable*. [Calif. Attorney General Opinion 01-406 (August 24, 2001); CC §1103.3(a)(2)]

Investigating the existence of a hazard

Natural hazard information must be obtained from the *public records*. If not obtained, the seller and listing agent cannot make their required disclosures.

To obtain the natural hazard information for delivery to prospective buyers, the seller and his listing agent are required to exercise *ordinary care* in gathering the information. They may gather the information themselves or the seller may employ an NHD expert to gather the information. When an expert is employed, he prepares the NHD form for the seller and the listing agent to review, add any comments, sign and deliver to prospective buyers. [CC §1103.4(a)]

Thus, the seller and listing agent may obtain **natural hazard information**:

- directly from the **public records** themselves; or
- by employing a *natural hazard expert*, such as a geologist.

For the seller and the listing agent to rely on an NHD report prepared by others, the listing agent need only:

- **request** an NHD report from a reliable expert in natural hazards, such as an engineer or a geologist who has studied the public records (as some natural hazards clearly do not pertain to engineering or geology);

- **review** the NHD form prepared by the expert and **enter** any actual knowledge the seller or listing agent may possess, whether contrary or supplemental to the expert's report, on the form prepared by the expert or in an addendum attached to the form; and
- **sign** the NHD Statement provided by his NHD expert and **deliver** it with the NHD report to prospective buyers or buyer's agents. [CC §1103.2(f)(2)]

When prepared by an NHD expert, the NHD report must also note whether the listed property is located within two miles of an existing or proposed airport, an environmental hazard zone called an *airport influence area* or *airport referral area*.

The buyer's occupancy of property within the influence of an airport facility may be affected by noise and restrictions, now and later, imposed on the buyer's use as set by the airport's land-use commission. [CC §1103.4(c)]

Also, the expert's report must note whether the property is located within the jurisdiction of the San Francisco Bay conservation and development commission.

Broker uses experts to limit liability

The Natural Hazard Disclosure scheme, while not making the practice mandatory, encourages brokers and their agents to use natural hazard experts rather than gather the information from the local planning department themselves. The use of an expert, who himself relies on the contents of the public record to prepare his report, **relieves** the listing agent of any **liability for errors** not known to the agent to exist.

Neither the seller nor any agent, be he the seller's or the buyer's agent, is liable for the erroneous preparation of an NHD Statement they have delivered to the buyer, if:

- the NHD report and form is prepared by an **expert in natural hazards**, consistent with his professional licensing and expertise; and
- the seller and listing agent used **ordinary care** in selecting the expert and in their review of the expert's report for any errors, inaccuracies and omissions of which they have **actual knowledge**. [CC §§1103.4(a), 1103.4(b)]

Neither the seller nor the listing agent need enter into an *indemnification agreement* with the natural hazard expert to avoid liability for errors. By statute, the expert who prepared the NHD is liable for his errors, not the seller or listing agent who relied on the report of a non-negligently selected expert to fulfill their duty to check the public records.

However, if brokers are sued based on the inaccuracy of the expert's report, an indemnity agreement entered into by the expert, given in exchange for the request to prepare a natural hazard report, will cover the cost of any litigation which might unnecessarily haul the broker into court. [See **first tuesday** Form 131]

The listing agent's **dilatory delivery** of an expert's NHD to the buyer or the buyer's agent, after the offer has been accepted, will not protect the broker from *liability* for the buyer's lost property value due to the nondisclosure before acceptance. If the agent **knew or should have known** of a natural hazard based on the readily available planning department's parcel list, he is exposed to liability.

Liability exposure includes:

- costs the buyer may incur to correct or remedy the undisclosed hazardous condition; and
- the portion of the agreed price which exceeds the property's fair market value based on the undisclosed hazard. [CC §1103.13]

Further, the agents, seller and expert are not exposed to liability from **third parties** to the sale transaction who might receive their erroneous NHD Statement and rely on it to analyze the risk they undertake by their involvement. Such third parties include insurance companies, lenders, governmental agencies and others who may become affiliated with the transaction. [CC §1103.2(g)]

Documenting compliance with NHD law

Compliance by the seller and listing agent to deliver the NHD Statement to the buyer is required to be documented by a provision in the purchase agreement. [CC §1103.3(b); see **first tuesday** Form 150 §11.5]

However, should the listing agent fail to disclose a natural hazard and then provide in the purchase agreement for the compliance to be an untimely "in escrow" disclosure, his seller is **statutorily penalized**. The buyer, on an in-escrow disclosure, is allowed either a three-day right of cancellation should he be handed the NHD Statement, or a five-day right of cancellation should the NHD Statement be mailed to the buyer. [CC §1103.3(c)]

Further, delivery of the NHD after acceptance of an offer, when it could have been previously prepared by the seller or listing agent and timely delivered, imposes liability on the seller and listing agent, but not the buyer's agent. Liability is based on any money losses (including a reduced property value) inflicted on the buyer by the disclosure should the buyer choose not to exercise his right to cancel and instead proceed with the agreement and close escrow. [CC §1103.13; **Jue v. Smiser** (1994) 23 CA4th 312]

Delivery of the NHD to the buyer

It is the **buyer's agent** who has the duty to hand the buyer the NHD Statement the buyer's agent receives from the seller or the listing agent, called *delivery*. [CC §1103.12(a)]

The **buyer's agent**, on receiving the NHD form from the listing agent, owes the buyer a special agency duty to care for and protect his buyer's best interest by reviewing the NHD Statement himself for any disclosure which might affect the property's value or its desirability for his buyer. The buyer's agent is then required to deliver the NHD to the buyer and make any **recommendations or explanations** the buyer's agent may have regarding the consequences of its content. [CC §§1103.2, 1103.12]

If the buyer does not have a broker, the seller's agent is responsible for delivering the NHD Statement to the prospective buyer.

However, the listing agent is not required to understand the effect hazards have on the property or the buyer. Also, the listing agent has absolutely no duty to voluntarily explain to a prospective buyer the effect a known natural hazard (which is itself disclosed) might have on the property or the buyer. The task of explaining the consequence of living with a natural hazard is the duty of a buyer's agent.

Delivery may be in person or by mail. Also, delivery is considered to have been made if the NHD is received by the spouse of the buyer. [CC §1103.10]

Sellers occasionally act as “For Sale By Owners” (FSBOs) and directly negotiate a sale of their property with buyers in transactions which exclude brokers and agents. Here, the seller is responsible for preparing or obtaining an NHD statement and delivering the NHD Statement to the prospective buyer.

No warranty, just awareness

A seller’s NHD Statement is **not a warranty or guarantee** by the seller or listing agent of the natural hazards affecting the property. The NHD Statement is a report of the seller’s and listing agent’s (or the NHD expert’s) knowledge (actual and constructive) of any natural hazards affecting the property.

However, the NHD Statement is relied on by prospective buyers. The NHD is designed to assist them in their decisions as to whether they should buy the property, and if they do decide to buy, at what price and on what terms. These conditions all need to exist before entering into a purchase agreement to avoid misleading the buyer, called *deceit*. [AG Opin. 01-406]

Disclosures concerning the value and desirability of a property, such as an NHD Statement, are **price-sensitive information**. Thus, the statement must be delivered to the prospective buyer before he enters into a purchase agreement in order to accomplish their intended result. If not timely disclosed, the seller and listing agent subject themselves to claims for **price adjustments** (offsets) which may be made by the buyer either before or after closing. Alternatively, the buyer may cancel the purchase agreement and have his deposit refunded.

Good brokerage practice would deliver the NHD to the prospective buyer before he makes an offer or accepts a counteroffer, while he is still the prospective buyer. Disclosures should not be delayed until later when the prospect has become the buyer under a purchase agreement and entitled to ownership of the property at the price and on the terms agreed. Properly, the purchase agreement offer would then include a copy of the seller’s NHD Statement as an addendum (along with all other disclosures), noting the transaction is in compliance with NHD law.

As for an **escrow officer** handling a sale in which the listing agent fails to provide the buyer’s agent or the buyer with the NHD prior to opening escrow, the escrow officer has no duty to the seller or buyer to prepare, order out or deliver the NHD to the buyer. The obligation remains that of the seller and listing agent. However, escrow may accept instruction to perform any of these activities, in which case escrow becomes obligated to follow the instructions agreed to by the escrow officer. [CC §1103.11]

Excluded sellers, not agents

While all sellers of properties must disclose what is known to them about the natural hazards endemic to a property’s location, sellers in some transactions **do not need to use** the mandated NHD form to make their disclosures, such as:

- court-ordered transfers or sales;
- deed-in-lieu of foreclosures;
- trustee’s sales;
- lender resales after foreclosure or a deed-in-lieu;
- estates on death;

- transfers between co-owners;
- transfers to relatives/spouses; or
- transfers to or by governmental entities. [CC §1103.1(a)]

However, any listing agent involved in an excluded transaction must himself make hazard disclosures, even though he does not need to use the statutory form. [CC §1103.1(b)]

Also, all sellers of any type of property, included or excluded, must, as always, disclose what **they know about any hazards**. Again, the disclosure is best accomplished by use of the NHD Statement on all sales. The NHD expert will definitely include the statement as part of his report. [CC §1103.2(f)(2)]

On properties not mandated to use the form, the listing agent can comply with his and his seller's duty to disclose by ordering a report from a natural hazard expert. On the listing agent's receipt of the expert's report, he will review the report (preferably with the seller), add what they know about hazards which are not included in the expert's report, sign the NHD statement accompanying the report and hand the entire NHD package to prospective buyers before an offer is submitted or a counteroffer made.

Other disclosure statements distinguished

The NHD Statement handed to a prospective buyer of one-to-four unit residential property is an additional disclosure unrelated to the *environmental hazards* and *physical deficiencies* in the soil or improvements located on or about a property as disclosed on the Transfer Disclosure Statement (TDS) or in the purchase agreement. [See **first tuesday** Form 304 §C(1)]

The TDS discloses health risks resulting from **man-made** physical and environmental conditions affecting the use of the property. They are limited to facts known to the seller and listing agent without concern for a review of public records on the property at the planning department or elsewhere. The NHD Statement discloses risks to life and property which exist **in nature** due to the property's location and are known and readily available from the public records (planning department).

Other than one-to-four

Use of the statutory NHD form for hazard disclosures by sellers and their agents is mandated only on the sale of non-exempt, targeted one-to-four unit residential property. [CC §1103]

Thus, sellers and listing agents on all other properties do not need to use and deliver the statutory NHD form to prospective buyers of those properties. However, all sellers and their listing agents still have a duty to disclose hazardous conditions known to them to exist.

Sellers and listing agents of **any type of real estate** must disclose whether the property is located in:

- an area of potential flooding;
- a very high fire hazard severity zone;
- a state fire responsibility area;
- an earthquake fault zone; and
- a seismic hazard zone. [CC §1103.2]

Even though use of the form is not mandated for sales of property other than one-to-four residential units, agents best meet their hazard disclosure duty in all transactions by using the NHD Statement to convey their knowledge and information contained in public records. [CC §1103.1(b)]

Editor's note — The following discussion details the different hazards which must be disclosed on the NHD Statement.

Flood zones

Investigating flood problems was facilitated by the passage of the National Flood Insurance Act of 1968 (NFIA).

The NFIA established a means for property owners to obtain flood insurance with the National Flood Insurance Program (NFIP).

The Federal Emergency Management Agency (FEMA) is the administrative entity created to police the NFIP by investigating and mapping regions susceptible to flooding.

Any flood zone designated with the letter “A” or “V” is a *special flood hazard area* and must be disclosed as a natural hazard on the NHD Statement. [See Form 314 §1]

Zones “A” and “V” both correspond with areas with a 1% chance of flooding in any given year, called 100-year floodplains, e.g., a structure located within a special flood hazard area shown on an NFIP map has a 26% chance of suffering flood damage during the term of a 30-year mortgage.

However, Zone “V” is subject to additional storm wave hazards.

Both zones are subject to mandatory flood insurance purchase requirements.

Information about flood hazard areas and zones can come from:

- city/county planners and engineers;
- county flood control offices;
- local or regional FEMA offices; and
- the U.S. Corps of Engineers.

Additional information concerning flood hazard areas can be obtained in the Community Status Book. The book lists communities and counties participating in the NFIP and the effective dates of the current flood hazard maps available from FEMA.

The Community Status Book can be obtained via the web at: <http://www.fema.gov/fema/csb.shtm>.

Flood Insurance Rate Maps and Flood Hazard Boundary Maps are all available at the FEMA Flood Map store by calling (800) 358-9616 or via the web at: <http://msc.fema.gov/>.

Another flooding disclosure which must be made on the NHD Statement arises when the property is located in an area of **potential flooding**. [See Form 314 §2]

An area of potential flooding is a location subject to partial flooding if sudden or total **dam failure** occurs. The inundation maps showing the areas of potential flooding due to dam failure are prepared by the California Office of Emergency Services. [Calif. Government Code §8589.5(a)]

Once alerted by the listing agent to the existence of a flooding condition, the buyer's agent must inquire further to learn the significance of the disclosure to the buyer.

Very high fire hazard severity zone

Areas in the state which are subject to significant fire hazards have been identified as *very high fire hazard severity zones*. If a property is located in a very high fire hazard severity zone, a disclosure must be made to the prospective buyer. [See Form 314 §3]

The city, county or district responsible for providing fire protection have designated, by ordinance, very high fire hazard severity zones within their jurisdiction. [Gov C §51179]

The fire hazard disclosure on the NHD form mentions the need to maintain the property. Neither the seller nor the listing agent need to explain the nature of the maintenance required or its burden on ownership. Advice to the buyer on the type of maintenance and the consequences of owning property subject to the maintenance are the duties of the buyer's agent, if they have an agent.

For example, a buyer occupying a residence located in a very high fire hazard severity zone is advised by his agent that as the new owner, the buyer must, among other things:

- maintain a firebreak around the structure of a distance of no greater than 100 feet, but not past the property line, unless the state or local law requires more; and
- clear dead or dying wood from trees and plants adjacent to or overhanging the structure. [Gov C §51182]

Also, if the property is in a very high fire hazard severity zone or a wildland area, the buyer's agent should inform his client of the possible hardships in obtaining fire or hazard insurance and of the existence of the California Fair Access to Insurance Requirements (FAIR) program which offers a "last-resort" type of policy for properties in these areas. [Calif. Insurance Code §§10095 et seq.]

State Fire Responsibility Areas

If a property is in an area where the financial responsibility for preventing or suppressing fires is primarily on the state, the real estate is located within a *State Fire Responsibility Area*. [Calif. Public Resources Code §4125(a)]

Notices identifying the location of the map designating State Fire Responsibility Areas are posted at the offices of the county recorder, county assessor and the county planning agency. Also, any information received by the county after receipt of a map changing the State Fire Responsibility Areas in the county must be posted. [Pub Res C §4125(c)]

If the property is located within a **wildland area** exposed to substantial forest fire risks, the seller or his listing agent must disclose this fact. If the property is located in a wildland area, it requires maintenance by the owner to prevent fires. [Pub Res C §4136(a); see Form 314 §4]

In addition, the NHD Statement advises the prospective buyer of a home located in a **wildland area** that the **state has no responsibility** for providing fire protection services to the property, unless the

Department of Forestry and Fire Protection has entered into a cooperative agreement with the local agency. No further disclosure about whether a cooperating agreement exists need be made by the seller or listing agent. [See Form 314 §4]

However, if property disclosures place the property in a wildland area, the buyer's agent has the duty to advise the buyer about the need to inquire and investigate into what agency provides fire protection to the property.

Earthquake fault zones

To assist seller's agents in identifying whether the listed property is located in an earthquake fault area, maps have been prepared by the State Geologist.

The State Mining and Geology Board and the city or county planning department have maps available which identify special studies zones, called *Alquist-Priolo Maps*. [Pub Res C §2622]

The maps are used to identify whether the listed property is located within one-eighth of a mile on either side of a fault.

Also, the NHD Statement requires both the seller and the listing agent to disclose to a prospective buyer or the buyer's agent whether they have knowledge the property is in a fault zone. [See Form 314 §5]

Seismic hazards

A *Seismic Hazard Zone* map identifies areas which are exposed to earthquake hazards, such as:

- strong ground shaking;
- ground failure, such as liquefaction or landslides [Pub Res C §2692(a)];
- tsunamis [Pub Res C §2692.1]; and
- dam failures. [Pub Res C §2692(c)]

If the property for sale is susceptible to any of the earthquake (seismic) hazards, the seismic hazard zone disclosure on the NHD Statement must be marked "Yes." [See Form 314 §6]

Seismic hazard maps are not available for all areas of California. Also, seismic hazard maps do not show **Alquist-Priolo** Earthquake Fault Zones. The California Department of Conservation creates the seismic hazards maps.

The seismic hazard maps which exist are on the web at <http://www.conserv.ca.gov/cgs/shzp/Pages/Index.aspx>.

If the NHD indicates a seismic hazard, the buyer's agent must then determine which type of hazard, the level of that hazard and explain the distinction to the buyer, or see to it that someone else does. The listing agent has no such obligation to the buyer.

For example, property located in Seismic Zone 4 is more susceptible to strong ground shaking than areas in Zone 3. But which zone the property is located in is a question the buyer's agent must answer. Most of California is in Zone 4, except for the southwest areas of San Diego County, eastern Riverside and San Bernardino Counties, and most of the Northern California Sierra Counties.

Homes in Zone 4 can be damaged even from earthquakes which occur a great distance away.

Ground failure is a seismic hazard which refers to landslides and liquefaction. Liquefaction occurs when loose, wet, sandy soil loses its strength during ground shaking. Liquefaction causes the foundation of the house to sink or become displaced. The condition is prevalent in tidal basins which are fills.

A **tsunami** is a large wave caused by an earthquake, volcanic eruption or an underwater landslide. Coastal areas are the ones at risk for loss of property and life.

Tsunami inundation maps are available from the National Oceanic and Atmospheric Administration (NOAA) led National Tsunami Hazard Mitigation Program (NTHMP) at: http://nctr.pmel.noaa.gov/inundation_mapping.html.

Also, FEMA's Flood Insurance maps consider tsunami wave heights for Pacific coast areas.

Dam failure results in flooding when an earthquake causes a dam which serves as a reservoir to rupture. The city or county planning department has maps showing areas which will be flooded if a local dam fails.

Areas susceptible to inundation due to dam failure caused by an earthquake are also noted on the NHD Statement as a potential flooding area.

Chapter 29

Structural pest control reports and repairs

This chapter digests the requirements, delivery and repercussions of the Structural Pest Control Report.

Pricing and asymmetric information

When a home with wood components goes on the market, the war over the Wood Destroying Pests and Organisms Inspection Report, commonly called a *Structural Pest Control (SPC) Report*, and the repairs begins. As is often the case, custom seems mostly to blame.

First, in one corner is the seller. He will tell the listing agent (and himself) that he has seen neither hide nor hair of anything resembling a termite infestation, so obviously there is no need for either a report or a clearance. And as for repairs, he's all for selling the property in an "as the buyer sees things" condition.

The seller's paladin on this field of battle is his listing agent. Conscientious listing agents will push their sellers to order out the SPC report and fix the repairs now in the name of **transparency**—and an earlier sale.

Armed with a pest control operator's *certificate of clearance*, the listing agent will be better able to get the listing price for the property. Later renegotiations of the sales price due to a delayed, in-escrow disclosure of discoverable material defects (in-fact if not in-law) like wood-destroying infestations and infections is avoided.

Others, of course, would rather do nothing and let sleeping termites lie, just as the sellers want. Thus, the uncertainty of a risk of loss is shifted to the buyer, letting him check out the property to see what he finds.

In the other corner is the prospective buyer. During his observations of the property, he is likely blind to all that moves (like termites/etc.) beneath the surface. He wants to purchase a sound home, but may not know all the right questions to ask, or worse, all the games that the multiple listing service (MLS) gatekeepers have learned to play when working as listing agents on behalf of sellers.

Here, the buyer's champion is his selling agent. It is he who is burdened with the mission of fighting industry-wide **seller bias** by:

- ferreting out the *undisclosed facts known or readily available* to the seller and his listing agent;
- determining the **veracity of the disclosures** they do receive; and
- reviewing a *due diligence checklist* with the buyer to make sure he takes the necessary steps so the buyer's purchase is, among other things, free of termites.

The seller who gets his way

Sellers are occasionally allowed to control the conversation at the listing stage and take a pass on the opportunity to order an SPC report and clearance. When termites are later disclosed to the buyer after acceptance of an offer to purchase, no one wins and ill-will is spread all around.

Consider an SPC report first delivered to the buyer **after** entering into a purchase agreement. It discloses the existence of termites or structural damage due to a termite infestation or a fungi infection which the buyer was not previously aware of. He was not told about their existence and did not observe termite conditions on the various walk-through reviews of the premises prior to the seller accepting the buyer's purchase agreement offer.

Upon finding out, the buyer feels taken, as no doubt he should. The seller is irritated, either at being found out or at not being properly advised by his agent on the inevitable need for a report. To keep the deal together, the two agents must now engage in testy negotiations over who is to pay for the corrections and the issuance of a certificate of clearance, and resolve an issue that need not have existed in the first place.

The real irritation for the buyer is the concept of **buyer responsibility** fostered by the pest control provisions in the real estate trade association purchase agreement forms.

The provisions require the buyer to consider paying for repairs and clean-up in order to get a certificate of clearance—a contingency in the purchase agreement and required for a Federal Housing Authority (FHA)-insured loan. Pest control issues adversely affect the value of the seller's property and the price the buyer will pay.

In **boom times**, sellers get their way since they can demand top dollar, not disclose property defects until just prior to closing, refuse to correct any of those deficiencies, and, by agreement, force buyers to eat the cost if they are going to finance and buy the property. Using a trade association purchase agreement with such termite provisions places the buyer at a disadvantage.

Worse yet, no **contractual relief** exists for the buyer when the seller knows termites exist before accepting a purchase offer, repairs are needed to obtain a clearance, and the seller refuses the buyer's demands for the seller to get a clearance by removing the termites and their damage.

In **bust times**, such as what we're experiencing now and will most likely continue to experience into 2013, it's the buyers who get all they demand. With full transparency at the marketing stage when the prospective buyer is first exposed to the property instead of a belated disclosure of the defects after the buyer's purchase offer has been accepted, the seller avoids all the in-escrow demands to get the defects repaired, the property maintained, and most importantly, the price reduced for any minor dislikes threatening the close of the deal.

Eliminate the risk

Unlike a Transfer Disclosure Statement (TDS) or a Natural Hazard Disclosure (NHD), an SPC Report is not a required disclosure in a California real estate transaction. Most conventional lenders will not require a report or clearance.

Since 2005 the FHA has not required automatic SPC inspections, reports and clearances for every home sale involving an FHA-insured mortgage. In an effort to further U.S. homeownership, the requirements for obtaining maximum purchase-assist financing insured by the FHA now require an inspection only if:

- it is customary for home sales in the area;
- an active infestation is observed on the property;
- it is mandated by state or local law; or

- it is called for by the lender. [ML 05-48]

However, prudent buyers and selling agents alert to the fact they are duty-bound to act in the best interests of their buyers will demand an SPC inspection, report, and certification by placing a straightforward, simple **SPC contingency provision** in the purchase agreement, regardless of the nature of the buyer's purchase-assist financing. [See **first tuesday** Form 150 §11.1(a)]

Seller's listing agents acting in the best interest of their sellers will urge their sellers to authorize a prompt inspection and report upon taking the listing. The report, or better yet the clearance after all recommended repairs are completed, will be included in the listing agent's marketing package.

Disclosure up front and before accepting offers promotes the profession's need for transparency in a transaction. Transparency avoids personal liability for withholding information known to the seller or the listing agent from prospective buyers about a material fact, conduct called **deceit**.

When to deliver the SPC report

The existence of termites **adversely affects** the value of property, which is why disclosure is compelled before the buyer enters into a purchase contract and sets the price and closing conditions with the seller.

In a transparent real estate market, the report and clearance would be part of the **marketing package** given to any prospective buyer who seeks more information on the property. A request for further information by a prospective buyer constitutes the commencement of negotiations toward the purchase of a property.

Purchase agreements frequently include SPC provisions in the terms of purchase or as a condition of financing. When a purchase agreement requires an SPC report, a copy of the SPC report must be **delivered to the prospective buyer** or buyer's selling agent by the seller or his listing agent **as soon as practicable** (ASAP). ASAP means prior to entering into the purchase agreement if the SPC report is available.

However, if for lack of a report it is not possible to hand the prospective buyer the SPC report until after the seller's acceptance of the purchase offer, closing is automatically contingent on the buyer's right to cancel the purchase agreement and escrow instructions. [Calif. Civil Code §1099(a)]

The term "as soon as practicable" actually carries the same meaning as does the term "as soon as possible". Thus, ASAP means an existing termite report will be delivered to the *prospective buyer* when the listing agent involved become aware the buyer is going to submit an offer calling for an SPC report or for financing which requires an SPC report.

Should the offer be submitted to the seller without prior indication to the listing agent that the buyer or the lender will require an SPC report, a counteroffer should be made. The counteroffer would deliver the SPC report, and if not available, advise the buyer of the termite information known to the seller or the listing agent. [Calif. Attorney General Opinion 01-406 (August 24, 2001)]

A counteroffer could be used solely for the purpose of making the SPC disclosure, even if no need exists for a change in the terms of the buyer's offer. Disclosure is always most **practicable** before the acceptance occurs—ASAP—to determine if the buyer's knowledge of the contents of a report or other knowledge of the termite conditions causes the buyer to reconsider the price or terms of his offer.

The **failure to disclose** before the seller accepts the buyer's offer is the result of one of two situations:

1. No one knows about the existence of termites or the damage they created because the readily available inspection and report was not ordered and the discovery was not made before the property was put under contract with the buyer.
2. The seller or the listing agent resorts to deceit as the existence of a condition which adversely affects value is known to the seller or the listing agent and not disclosed before the seller accepts the buyer's purchase offer.

The second situation is fraudulent and allows the buyer to pursue the seller and the listing broker/agent to recover the **cost of repairs**. Contract provisions in the purchase agreement allowing the seller to entirely avoid the cost of termite clearance and repairs are not enforceable when known defects go undisclosed at the time the buyer goes under contract. [Jue v. Smiser (1994) 23 CA4th 312]

A separated SPC report

The custom brought about by the bifurcated pest control handling through an addendum to purchase agreements supplied by the trade associations causes agents to request the SPC company to prepare a **separated report**. The SPC company is asked to separate their findings and recommendations into two categories:

- **Section I items**, listing items with visible evidence of active infestations, infections, or conditions that have resulted in or from infestation or infection; and
- **Section II items**, listing conditions deemed likely to lead to infestation or infection but where no visible evidence of infestation or infection was found.

However, sellers need to order the inspection and report when the property is listed so any necessary repairs will become known, the cost for any correction ascertained, and any repairs completed before a prospective buyer is located. Misrepresentations of the property's condition cannot then become surprises during escrow. On the other hand, it is the intention of some sellers to contract for the buyer to be responsible for the structural pest control clearance, a situation which easily leads to nondisclosure.

These "defective" conditions of termites and their damage to the property are owned by the seller. In a bust market, the buyer with a selling agent whose duty of care it is to protect his buyer is not about to let the seller pass any sort of deficiency which adversely affects the value of the property onto the buyer.

Thus, requesting a separated report in the current climate is misdirected since the intent of a separated report is to divide the type of conditions and, more importantly, to shift the responsibility which is the seller's alone to an unsuspecting buyer.

More to the point, why risk having prospective buyers walk away from your listing, especially in a buyer's market, just because a termite-free home with a clearance and certainty of risk is available around the corner to the risk-averse buyer?

A certificate of clearance

An active termite infestation or fungus infection is occasionally found on an inspection prior to marketing the property. The seller then needs to consider taking corrective measures to both protect the property from further damage and ready it for a prospective buyer by eliminating the issue of termites.

A **Pest Control Certification**, a statement by the SPC company indicating the property is free of infestation or infection in the visible and accessible areas, will then be issued. This certification is commonly called a termite clearance. However, if any signs of infestation or infection **have not been corrected**, it will be noted in the certification. [Calif. Business and Professions Code §8519]

The FHA when insuring a loan only requires a certificate of clearance stating that Section 1 items have been corrected. However, any Section 2 conditions which may lead to future infestations or infections will be noted on the Pest Control Clearance so the SPC company will not be liable for the costs incurred to eliminate those conditions. Section II conditions usually are only observed in homes that do not have a slab foundation and have a crawl space beneath the floor of the structure. [Bus & P C §§8516(d), 8519]

What and when to disclose

Consider a one-to-four unit residential property of wood frame construction listed with a broker who is employed to locate a buyer.

The listing agent explains he wants the seller to order an SPC inspection and report now since any prospective buyer (or his FHA lender) will want an SPC Report and Pest Control Certification before escrow can close.

The listing agent receives **written authorization** from the seller and orders an inspection and separated report from an SPC company known to the listing agent to be competent and diligent. [See **first tuesday** Form 132]

The inspection report received from the SPC company states conditions exist which will likely lead to an active termite infestation (Section II items) and recommends repairs and further inspection into inaccessible areas.

Unhappy with the report and the estimated cost of repairs, the seller has the listing agent get a second opinion from a different SPC company.

The second company states there is an active termite infestation (a Section I item) and lists estimates for repair which are higher than the first company's estimates.

A buyer is located for the property. Deciding to go with the first SPC company's report, the seller completes the repairs recommended by the first company. The listing agent delivers a copy of the first company's inspection report to the buyer (or buyer's selling agent), but does not inform the buyer or his agent of the second inspection report.

Escrow closes and the buyer moves in. The buyer discovers termites and the existence of the second inspection report. The buyer, after paying for extensive repairs and corrective measures, makes a demand on the listing agent for his costs to correct the damage, claiming the listing agent was liable since he knew about the second report and the termite infestation, a material fact he did not disclose.

Is the listing agent liable for the costs the buyer incurred to cure the termite damage since he knew about the second report and the termite damage and failed to disclose the report or its contents?

Yes! The second report stated an active infestation existed which is a material fact requiring disclosure since the condition adversely affected the value and desirability of the property. The seller's agent is responsible to ensure the delivery of all known inspection reports to a buyer. The seller's agent cannot pick and choose which reports to deliver. [Godfrey v. Steinpress (1982) 128 CA3d 154; Department of Real Estate Bulletin, Summer 2004]

Choosing the right company

When choosing an SPC company, the listing agent needs to protect his client and verify the individual or company's license, the company's registration, and the individual's or company's complaint history by calling the SPC Board at 916-561-8708 (in Sacramento) or 800-737-8188 ext. 2 (outside Sacramento), or at www.pestboard.ca.gov.

The Board maintains a two-year history of complaints against every SPC company and information on the company's bond and insurance. [Bus & P C §8621]

Every company registered with the SPC Board must maintain a \$4,000 bond. The bonds are in favor of the State of California for the benefit of any person who, after entering into a contract with a registered, licensed company, is damaged by:

- fraud; or
- dishonesty. [Bus & P C §§8697, 8697.2]

Further, the bonds also protect any person who is damaged as a result of any violation of the SPC Act by a registered and licensed SPC company.

Each company must also have general liability insurance with a minimum of:

- \$25,000 for bodily injury; and
- \$25,000 for property damage per loss.

The general liability insurance covers financial loss due to:

- property damage;
- public injury; and/or
- illness as a result of the company's actions.

The original inspection and report

The individual or company who does the inspection and issues the report must hold a Branch 3 Wood-Destroying Pest and Organisms License/Registration. Only those with a **Branch 3 license** may:

- **perform inspections** for wood-destroying pests and organisms;
- **issue inspection reports** and completion notices;

- **conduct treatments;** and
- **perform any repairs** recommended on the inspection report.

An inspection will cover all *accessible areas* to determine whether an active infestation or infection exists or if conditions which will likely lead to future infestations or infections exists. *Inaccessible areas* do not need to be covered in an inspection.

An area is considered **inaccessible** if it cannot be inspected without opening the structure or removing the objects blocking the opening. Examples of inaccessible areas are:

- attics or areas without adequate crawl space;
- slab foundations without openings to bathroom plumbing;
- floors covered by carpeting;
- wall interiors; and
- locked storage areas.

All SPC companies use a **standardized inspection report** form. An inspection report includes:

- the inspection date and the name of the licensee making the inspection;
- the name and address of the person ordering the report;
- the name and address of any party in interest;
- the address or location of the property;
- a general description of the building or premises inspected;
- a diagram detailing every part of the property checked for infestation or infections;
- a notation on the diagram of the location of any wood-destroying pests (termites, wood-boring beetles, etc.) or fungus present, and any resulting structural damage visible and accessible on the date of inspection, called **Section I items** if a separated report is requested;
- a notation on the diagram of the location of any conditions (excessive moisture, earth-to-wood contact, faulty grade levels, etc.) considered likely to lead to future wood-destroying pest infestations or infections, called **Section II items** if a separated report is requested;
- one of the following statements:
 - “**The exterior surface of the roof was not inspected. If you want the water tightness of the roof determined, you should contact a roofing contractor who is licensed by the Contractors’ State License Board.**”
 - “**The exterior surface of the roof was inspected to determine whether or not wood destroying pests or organisms are present.**”

- a statement of which areas have not been inspected due to inaccessibility with recommendations for further inspection of these areas if practicable;
- recommendations for treatment or repair;
- information regarding the pesticide(s) to be used, if necessary;
- that a reinspection will be performed if an estimate for making repairs is requested by the person ordering the original report; and
- the following bold-type statement:
 - “**NOTICE: Reports on this structure prepared by various registered companies should list the same findings (i.e., termite infestations, termite damage, fungus damage, etc.). However, recommendations to correct these findings may vary from company to company. You have a right to seek a second opinion from another company.**” [Bus & P C §8516(b); 16 Calif. Code of Regulations §1990]

Further, the following statement must appear prior to the first finding/recommendation on a separated report:

- “This is a separated report which is defined as Section I/Section II conditions evident on the date of the inspection. Section I contains items where there is visible evidence of active infestation, infection or conditions that have resulted in or from infestation or infection. Section II items are conditions deemed likely to lead to infestation or infection but where no visible evidence of such was found. Further inspection items are defined as recommendations to inspect area(s) which during the original inspection did not allow the inspector access to complete the inspection and cannot be defined as Section I or Section II.”

The company chosen must furnish the person who ordered the inspection a copy of the report within 10 business days of the inspection. [Bus & P C §8516(b)]

All original inspection reports must be maintained by the SPC company for three years. [Bus & P C §8516(b)]

All SPC companies must post an **inspection** tag in the attic, subarea, or garage on completion of an inspection. The tag must give the company’s name and the date of inspection. [16 CCR §1996.1]

Reinspections for corrections made

If an estimate for corrective work is not given in the original inspection report or thereafter, then the company is not required to perform a reinspection. A reinspection will be required if a separated report is requested as an estimate for repairs must be given separately allocating the costs to perform each and every recommendation for corrective measures for Section I and II items.

The **reinspection** is to be performed within 10 days of it being requested. A simple reinspection and certification will occur at that time. However, if more than **four months have passed** since the original inspection and report, a reinspection will not suffice. A full (original) inspection must be completed and a new (original) inspection report must be issued. [Bus & P C §8516(b); 16 CCR §1993]

Work completion and certifications

The person who ordered the report is never required to hire the SPC company chosen to inspect the property to also complete any corrective measures. For instance, a second SPC company can be called in to work on the structure. However, this second company will need to send a Branch 3 licensee to inspect the property since they may not rely on the report furnished by the original SPC company to perform repair work. [Bus & P C §8516(b); **Pestmaster Services, Inc. v. Structural Pest Control Board** (1991) 227 CA3d 903]

Further, the owner may not want to use an SPC company to perform the **corrective work**. Here, the owner may hire a licensed contractor to remove and replace a structure damaged by wood-destroying pests or organisms if the work is incidental to other work being performed or is identified by an SPC inspection report. A licensed contractor cannot perform any work that requires an SPC license to complete. [Bus & P C §8556]

However, if the original SPC company gives an estimate or makes a bid to undertake corrective measures and the owner hires someone else to perform the corrective measures, the original SPC company must **return and reinspect** the property before issuing a certification. The original SPC company will not certify treatments performed by another SPC company without reinspection. [Bus & P C §8516(b)]

An SPC company is required to prepare a **Notice of Work Completed and Not Completed** for any work they undertake on a structure. The notice is given to the owner or the owner's agent within 10 working days after completing any work. The notice includes a statement of the cost of the completed work and the estimated cost of any work not completed. A copy of the Notice of Work Completed and Not Completed is delivered by the seller or seller's agent to the buyer or buyer's selling agent as soon as practicable. [Bus & P C §8518; 16 CCR §1996.2; CC §1099(b)]

If the property is fumigated, the fumigation company (which must hold a Branch 1 license) will issue a certification of fumigation within five days.

After any SPC company completes treatment or repairs, a **completion tag** must be placed next to the inspection tag. The completion tag must display:

- the name of the company;
- the date of completion; and
- the name of any chemicals used. [Bus & P C §8518; 16 CCR §1996.1]

An SPC company is only required to certify its inspection and repair work if requested by the person ordering the report. The company, after completing the inspection or work, will **certify upon request** that:

- the inspection disclosed no evidence of active infestations or infections in the visible and accessible areas;
- the inspection disclosed evidence of active infestations or infections and that they have been corrected; or
- the property is free of active infestations or infections in the visible and accessible areas.

Teaching your seller to “own it”

In a buyer’s market and the years immediately following, listing agents are going to need to school their sellers on what a buyer will and will not tolerate. When it comes to the SPC inspection, report, repair, and certification, they all initially belong to the seller. Further, the obligation usually remains with the seller since no buyer’s agent worth his salt is going to allow his buyer to purchase termites or their breeding grounds.

In a seller’s market, a seller may be able to make a buyer pay for the seller’s termite problem, leave conditions that may lead to future infestations and infections unfixed, and still command a price at a multiple of the amount they paid for the property. Those days are over for the foreseeable future.

Listing brokers and agents need to make sure sellers understand that if they don’t want to continue “owning” the termites (and the property), they need to fix and maintain the property in a marketable condition. If not, they must be prepared to fight over the price they want for their home, and most likely lose that battle.

Chapter 30

Environmental hazards and annoyances

This chapter presents the environmental conditions located on or in the vicinity of a property which adversely affect occupants of the property due to their injurious effect on the health or sensitivity of humans.

Noxious man-made hazards

Environmental hazards are noxious or annoying conditions which are **man-made hazards**, not natural hazards. As **environmental hazards**, the conditions are classified as either:

- **injurious** to the health of humans; or
- an **interference** with an individual's sensitivities.

In further analysis, environmental hazards are either located on the property or originate from sources located elsewhere which affect the occupant in his **use and enjoyment** of the property.

Environmental hazards **located on the property** which pose a direct health threat on occupants due to construction materials, the design of the construction, the soil or its location, include:

- *asbestos-containing* building materials and products used for insulation, fire protection and the strengthening of materials [Calif. Health and Safety Code §§25915 et seq.];
- *formaldehyde* used in the composition of construction materials [Calif. Civil Code §2079.7(a); Calif. Business and Professions Code §10084.1];
- *radon gas* concentrations in enclosed, unventilated spaces located within a building where the underlying rock contains uranium [CC §2079.7(a); Bus & P C §10084.1];
- *hazardous waste* from materials, products or substances which are **toxic, corrosive, ignitable or reactive** [Health & S C §25359.7; Bus & P C §10084.1];
- *toxic mold* [Health & S C §§26140, 26147];
- *smoke* from the combustion of materials, products, supplies or substances located on or within the building [Health & S C §§13113.7, 13113.8];
- *security bars* which might interfere with an occupant's ability to exit a room in order to avoid another hazard, such as a fire [CC §1102.16; Health & S C §13113.9]; and
- *lead*. [See Chapter 31]

Environmental hazards **located off the property**, but which have an adverse effect on the use of the property due to noise, vibrations, odors or some other ability to inflict harm, include:

- *military ordnance* sites within one mile of the property [CC §1102.15];

- *industrial zoning* in the neighborhood of the property [CC §1102.17];
- *airport influence* areas established by local airport land commissions [CC §§1103.4(c), 1353; Bus & P C §11010(b)(13)]; and
- *ground transportation* arteries which include train tracks and major highways in close proximity to the property.

The effect on value and desirability

Environmental hazards have an **adverse effect** on a property's value and desirability. Thus, they are considered defects which, if known, must be disclosed as *material facts* since the hazards might affect a prospective buyer's decision to purchase the property.

The disclosure of a seller's and listing agent's knowledge of existing environmental hazards is required on the sale, exchange or lease of all types of property.

While the disclosure of an environmental hazard is the obligation of the seller, it is the listing agent who has the agency duty of care and protection owing to his seller to place the seller in compliance with the environmental hazard disclosure requirements.

Further, and more critically, the listing agent also has an additional, more limited duty owed to prospective buyers of the listed property. The listing agent must personally conduct a *visual inspection* of the property for environmental hazards (as well as physical defects), and do so with competence. Then the listing agent by use of the TDS must advise prospective buyers of his observations (and knowledge) about conditions which constitute environmental hazards. [CC §2079]

To conclude the listing agent's disclosure of environmental hazards and eliminate any further duty to advise the prospective buyer about the environmental hazards, the listing agent delivers, or confirms the buyer's agent has delivered, a copy of the **environmental hazard booklet** approved by the California Department of Health and Safety (DHS) to the buyer. Delivery of the booklet is confirmed in writing by use of a provision in the purchase agreement. [See **first tuesday** Form 150 §11.6; see **first tuesday** Form 316-1, also available at www.firsttuesday.us]

However, the listing agent might be subjected to an inquiry by either the prospective buyer or the buyer's agent about environmental hazards on or about the property. Here, the listing agent is duty bound to respond fully and honestly to the inquiry.

Method of disclosure

The notice of any environmental hazard to be delivered to a buyer by a seller must be given in writing. No special form exists for giving the buyer notice of environmental hazards, as is provided for natural hazards. Until the real estate industry or the legislature develops one, the Transfer Disclosure Statement (TDS) and the purchase agreement are currently used as the vehicles for written delivery.

Some environmental hazards are the subject of provisions in the TDS, such as a direct reference to hazardous construction materials and waste, window security bars and release mechanisms, and an indirect reference to environmental noise. [See **first tuesday** Form 304 §§A and C]

All other known environmental hazards can be separately itemized in the TDS. As for environmental hazards emanating from off-site locations, they can be disclosed through provisions in the purchase agreement. [See **first tuesday** Form 150 §11.7]

*Editor's note — The environmental hazard booklet is not a disclosure of known defects on the property. The booklet merely contains general information on a few environmental hazards, none of which might actually exist on the property. It is voluntarily delivered to the buyer by an agent, but with no legal mandate to do so. [See **first tuesday** Form 316-1]*

Regardless of the vehicle of delivery, the seller's agent is to give the environmental hazard disclosures to the prospective buyer as soon as practicable, meaning **as soon as reasonably possible**. As with the disclosure of natural hazards, the legislature intended for the environmental hazard disclosures to be made prior to entry into a purchase agreement. [Attorney General Opinion 01-406 (August 24, 2001)]

Need and motivation for disclosure

For the listing agent to properly anticipate the need to have the disclosures available to deliver to prospective buyers, the effort to promptly gather the information from the seller begins at the moment the listing is solicited and negotiated.

The seller and the listing agent have numerous good reasons to fully comply at the **earliest moment** with the environmental hazard disclosures (as well as all other property-related disclosures). The **benefits of a full disclosure**, up front and before the seller accepts an offer or makes a counteroffer, include:

- the prevention of delays in closing;
- the avoidance of cancellations on discovery under due diligence investigation contingencies;
- the elimination of having to renegotiate the price or offset corrective costs due to the listing agent's dilatory disclosure or the buyer's discovery during escrow;
- the shortening of the time needed for the buyer to complete his due diligence investigation; and
- control by the seller of remedial costs and responsibilities by terms included in the purchase agreement, not by later offsets or demands by the buyer or a court.

The listing agent needs to document in writing (for his file only) the agent's inquiry of the seller about environmental hazards which are known or should be known to the seller. The agent's list should itemize:

- all the environmental hazards which might possibly exist on or about a property and the construction materials which contain them;
- the age or date of construction to elicit a review of probable hazardous construction materials used at the time of construction; and
- information known about the property on disclosures the seller received when he purchased the property or were brought to his attention on any renovation of the property.

Also, the listing agent's inquiry into hazardous materials should precede the seller's preparation of the TDS. Thus, the seller is mentally prepared to release information about his knowledge of defects in the condition of the property. Finally, the listing agent's visual inspection should also be conducted before the seller prepares his TDS so his observations may be discussed.

The seller has **no obligation to hire an expert** to investigate and report on whether an environmental hazard is present on or about the property. The seller is also not obligated to remove, eliminate or mitigate an environmental hazard, unless he becomes obligated under the terms of his purchase agreement with the buyer.

It is the seller's and his listing agent's knowledge about the property which is disclosed on the TDS. The off-site environmental hazards which affect the use of the property are generally well known by the buyer's agent for inclusion in the purchase agreement. If not included in the TDS or the purchase agreement, a counteroffer by the seller is necessary to disclose — as soon as practicable — the seller's and the listing agent's knowledge of environmental hazards located both on and off the property.

Asbestos in construction materials

Asbestos is any of a diverse variety of *fibrous mineral silicates* which are commercially mined from natural deposits in the earth. In the 1940's manufacturers began mixing asbestos fibers with substances commonly used to produce materials for the construction of residential and non-residential real estate improvements, such as cement, plastic, stucco, vinyl, insulation and felt roofing materials. Asbestos fibers added greater tensile strength, insulation qualities and fire protection to the construction materials which included them. [Health & S C §25925]

However, asbestos is a known *carcinogen*. As an occupant of a building continues to inhale asbestos fiber, he increases his risk of developing cancer of the stomach and chest lining (mesothelioma), asbestosis of the lungs, and lung cancer.

Construction materials which contain *friable asbestos* are those that can be crumbled, pulverized or reduced to powder by hand pressure when dry. Examples of friable material include:

- the acoustic popcorn ceilings in homes, apartments and offices;
- thermal insulation on pipes and hot water heaters;
- wall texturing compounds; and
- sheet rock joint compounds, called "mud."

Construction materials which contain *non-friable asbestos* cannot be crushed by hand pressure. Examples of non-friable material include vinyl, asphalt or cement items, such as stucco plaster, vinyl tiles and asphalt roofing felts. Of course, on the removal of stucco or plaster, the asbestos may **become friable** since the material is disturbed and broken down for removal, creating particles which may become airborne and inhaled.

Asbestos is only harmful to humans when the fibers are inhaled and accumulate in the lungs producing, over time and with continuous exposure, an increased risk of cancer.

Thus, asbestos-containing material used in the construction of a building is best left undisturbed by avoiding renovation or demolition. If the material is in good condition (not crumbling or deteriorating), it is best to leave it in place when redecorating or renovating a property.

The seller of a property constructed with asbestos-containing building materials is under no obligation to investigate or have a survey conducted to determine the existence of asbestos on the property — whether friable or non-friable.

Further, the seller is not obligated to remove or clean up any adverse asbestos condition. However, the condition **must be disclosed**. As a result, a prospective buyer may well condition the purchase of a property containing friable asbestos on its clean up and removal by the seller.

Asbestos fibers have not been used in molded thermal insulation material in spray applications for textured ceilings since 1978.

From 1940 to 1996, some homes were built with materials containing asbestos mixed with other components, such as vinyl floor tiles, backings for linoleum, HVAC duct wrapping, hot water pipe insulation, cement siding and pipes, stucco, plaster, asphalt roofing felts, ceiling and wall insulation, and taping compounds. Any removal of these components requires notification to the local air quality management district and the use of a registered contractor.

Formaldehyde gas emissions

Formaldehyde is a colorless, pungent gas contained in most organic solvents which are used in paints, plastics, resins, pressed-wood fiberboard materials, urea-formaldehyde foam insulation (UFFI), curtains and upholstery textiles. Gas emitted from these materials and products contains formaldehyde.

Formaldehyde is considered a *probable carcinogen* which is likely to cause cancer in humans who inhale the gas emitted by formaldehyde-containing material.

The use of UFFI occurred in construction during the 1970s and was banned in residential property constructed after 1982. However, formaldehyde emissions decrease over time. As a result, properties built during the 1970s and early 1980s with formaldehyde-containing materials give off levels of formaldehyde no greater than newly constructed homes. Over time, emissions decrease to undetectable levels. However, an increase in humidity and temperature will increase the level of emissions.

Radon gas in the soil

Radon is a naturally-occurring radioactive gas. It is not visible, cannot be tasted and has no odor. Detection is by instruments only. Radon gas is located in soils with a concentration of uranium in the rock, e.g., granite or shale, beneath it.

Radon is a known human carcinogen. The health risk for humans is lung cancer. For smokers, the risk of cancer is substantially increased by radon gas exposure.

Radon gas enters a building from the soil beneath the structure, be it a home, apartment building or non-residential improvement. Cracks and openings for plumbing in concrete slabs and the porous nature of concrete block basement walls allow the gas from the soil to enter space at or below ground level. Thus, radon is rare in buildings of two or more floors in elevation, except for the ground floor and underground areas.

Radon is sucked into ground floor residential space by interior heating on cold weather days and the use of exhaust fans in the kitchen and bathrooms since these conditions create a vacuum within the lower area of the structure.

However, California residences rarely experience elevated and harmful levels of radon gas emission. Radon does appear in approximately **one percent of housing** in California. Proper ventilation avoids the build up of harmful concentrations of radon in a home or other enclosed space, a function of its design and operation.

Hazardous waste on site

Waste is hazardous if it has the potential to harm human health or the environment. Hazardous waste is released into the environment, primarily the soil, by the leaking of underground storage tanks, drum containers, poorly contained landfills or ponds, accidental spills or illegal dumping.

Hazardous waste materials include any product, material or substance which are **toxic, corrosive, ignitable or reactive**, such as is generated by oil, gas, petrochemical and electronics industries, and dry cleaner and print shops.

Information is available to prospective buyers on their inquiry into the location and status of hazardous waste sites in the vicinity of a home from the “Cortese list” maintained by the California Environmental Protection Agency (EPA).

Mold: the rogue presently in vogue

Mold produces spores which become airborne. The spores are inhaled by humans who enter or occupy the space within the area generating the spores. There are many different kinds of spores, each having differing effects, if any, on humans. Some may be a mere annoyance, irritating the sensitivities of an individual. Others might be a threat to the health of those who inhale them.

The uncertainty of the toxic nature of mold spores has lead to a sort of intellectual moratorium on determining just what kinds of molds have an adverse or harmful effect on humans.

It has also spawned a number of lawsuits as the unknown nature of “toxic mold” has been allowed by politicians and lawyers to stir the fears of the general public.

Consider an inspection of a residential unit with conditions conducive to mold (prior dampness) which reveals the presence of mold, including an insignificant amount of **toxic mold** varieties.

The tenant occupying the unit goes to a doctor after suffering from a range of health problems. The doctor, on review of the mold report, attributes the ailments to the existence of toxic mold in the unit.

A second inspection is ordered which confirms the first inspection; the preponderance of the mold present is non-toxic and the amount of toxic mold found is typical of normal conditions and is of a level which does not contribute to health problems.

The tenant seeks compensation for his health problems, claiming the landlord neglected his duty to provide a healthful environment since he allowed the development of mold which the doctor says led to the tenant’s health issues.

Based on the insignificant amount of toxic mold, is the landlord liable for the tenant’s illness?

No! The insignificant amount of toxic mold existing in the unit and the doctor’s conclusion that the tenant’s health problems are connected to toxic mold do not justify holding the landlord liable. [**Dee v. PCS Property Management, Inc.** (2009) 174 CA4th 390]

*Editor’s note—The holding of the **Dee** case is apparent from the first line of the opinion, which made it clear that mold is everywhere, in every breath we breathe.*

Sellers are, of course, under no obligation to investigate whether the improvements contain mold. If it is known the structure does contain mold, the seller has no obligation to determine if the mold is a threat to human health.

The DHS has not yet set any **standards** for disclosures regarding the existence of mold. **Guidelines** for the remediation of mold threats and the approval and distribution of a **consumer-oriented booklet** on mold have also not yet been created by the DHS.

Until disclosure standards are produced, the prospective buyer will, at best, receive a writing from the seller and the listing agent in the form of a TDS advising the buyer of any awareness or knowledge the seller or the listing agent may have that mold exists on the property. No common knowledge exists for sellers or listing agents to visually distinguish between harmful and benign molds.

The DHS has not and presently has no expectations as to when they will release these standards, guidelines and booklet to inform prospective buyers about any harmful molds. These rules will set the permissible exposure limits for humans to various molds and identify those molds which pose a health threat to humans.

If the seller is aware of mold, regardless of type, he is to disclose his awareness of the mold's existence, as well as any other reports or knowledge he (or his agents) have about the variety of mold which exists.

To produce mold standards, guidelines and the consumer-oriented booklet, the DHS must first assemble a panel of advisors as a **task force** to investigate, review and recommend the content of the standards, guidelines and booklet. But before assembling the task force, the program must be funded (\$900,000 plus, and funding has not occurred as of June 30, 2009), a cost which is far less than the costs of litigation brought about by the uncertainties of not having standards and guidelines. [Dee, *supra*]

The DHS anticipates that once the task force is selected, recommendations will not be forthcoming for two additional years. Then, the standards, guidelines and booklet produced by the task force must be adopted or approved by the DHS.

When the DHS does finally act to adopt or approve the rules and booklet, they will not become effective for an additional six to twelve months. Thus, no disclosure based on guidance from the state will likely be available to brokers, agents and sellers to deliver to buyers until well after 2012.

Chapter 31

Lead-based paint disclosures

This chapter evaluates the lead-based paint hazard disclosure mandatory on the sale of all residential housing built prior to 1978 and the risks of accepting a buyer's purchase agreement offer before disclosure.

Crystal clear transparency

An agent, while soliciting an owner of a residential property to employ the agent's broker to market and locate a buyer for the property, gathers facts about the property, its ownership and its likely market value.

The property profile furnished by a title company confirms the agent's suspicion that the structure was built **prior to 1978**. The agent is now aware the property is the target of separate state and federal environmental protection disclosure programs designed to prevent the poisoning of children by the presence of lead-based paint.

The agent sets up a meeting with the owner to review the requisite listing and marketing requirements laid down by his broker, and the owner's expectations for a listing price and an acceptable sales price. To prepare for the meeting, the agent fills out the listing agreement and attaches all the disclosure forms needed to correctly market and sell the property, called a *listing package*.

Among other informational forms, the agent includes two forms which address **lead-based paint conditions** on the property:

- the *Federal Lead-based Paint (LBP) disclosure* [See Form 313 accompanying this chapter]; and
- the California *Transfer Disclosure Statement (TDS)*. [See **first tuesday** Form 314]

At the presentation of the listing agreement, the agent explains the **seller's legal obligation**, owed to prospective buyers and their agents, to provide them with all the information known to the owner or readily available on an inquiry by the listing agent which might adversely affect the property and its value.

By making the transaction **fully transparent** to prospective buyers from the outset of negotiations, the renegotiation of the purchase agreement, including a demand for a price reduction, cancellation or refund after closing due to further disclosures, is avoided. [**Jue v. Smiser** (1994) 23 CA4th 312]

A full disclosure to the prospective buyer about the property by the seller and the listing agent does not entail a review or explanation of the facts disclosed. Application of the facts disclosed and the potential consequences flowing from the facts which may affect the prospective buyer's use, possession or ownership of the property are not among the listing agent's duties of affirmative disclosure.

However, federal LBP rules do require the listing agent to advise the seller of his pre-purchase agreement disclosure requirements. The listing agent must **insure compliance** by or on behalf of the seller before entering into a purchase agreement.

Editor's note — Regarding the LBP disclosures, the owner is properly informed he has no obligation to have his property inspected and have a report prepared on the presence of lead-based paint or any lead-based paint hazards. Also, the owner is advised he does not have to perform any corrective work to clean up or even eliminate the conditions, unless he agrees with the buyer to do so. [24 Code of Federal Regulations §35.88(a); 40 CFR §745.107(a)]

Thus, the seller needs to cooperate in the LBP disclosure and his agent's marketing efforts by:

- filling out and signing the federal LBP disclosure form required on all pre-1978 residential construction [See Form 313];
- filling out and signing the TDS containing the lead-based paint, environmental and other property conditions [See **first tuesday** Form 304];
- making a physical home inspection report available to prospective buyers as an attachment to the TDS form; and
- providing the listing agent with copies of any reports or documents containing information about lead-based paint or lead-based paint hazards on the property.

Lead-based paint and hazards

Lead-based paint, defined as any surface coating containing at least 1.0 milligram per square centimeter of lead, or 0.5% lead by weight, was **banned** by the Federal Consumer Product Safety Commission in 1978. [24 CFR §35.86; 40 CFR §745.103]

A *lead-based paint hazard* is any condition that causes exposure to lead from lead-contaminated dust, soil or paint which has deteriorated to the point of causing adverse human health effects. [24 CFR §35.86; 40 CFR §745.103]

Editor's note — A list of statewide laboratories certified for analyzing lead in hazardous material, including paint, is available from the National Lead Information Center at (800) 424-LEAD. Lists are also available on the web at <http://www.leadlisting.com/lead.html> and <http://www.dhs.ca.gov/childlead>.

LBP disclosure content

The **LBP disclosure** form includes the following:

- the *Lead Warning Statement* as written in federal regulations [See Form 313 §1];
- the seller's statement **disclosing the presence** of known lead-based paint hazards or the seller's lack of any knowledge of existing lead-based paint [See Form 313 §2];
- a **list of records or reports** available to the seller which indicates a presence or lack of lead-based paint, which have been handed to the listing agent [See Form 313 §2.2];
- the buyer's statement **acknowledging receipt** of the LBP disclosure, any other information available to the seller and the lead hazard information pamphlet entitled **Protect Your Family From Lead in Your Home** [See Form 313 §3.1; see **first tuesday** Form 316-1];

	LEAD-BASED PAINT DISCLOSURE	
On Sale of Real Estate		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____

NOTE: For use on the sale of any residential property which was constructed pre-1978.

PROPERTY ADDRESS:

Items left blank or unchecked are not applicable.

1. Lead Warning:

- 1.1 Every Buyer of any interest in residential real property on which a residential dwelling was built prior to 1978 is notified that such property may present exposure to lead from lead-based paint that may place young children at risk of developing lead poisoning. Lead poisoning in young children may produce permanent neurological damage, including learning disabilities, reduced intelligence quotient, behavioral problems, and impaired memory. Lead poisoning also poses a particular risk to pregnant women.
- 1.2 Seller of any interest in residential property is required to provide Buyer with any information on lead-based paint hazards from risk assessments or inspections in Seller's possession and notify Buyer of any known lead-based paint hazards.
- 1.3 A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase.

2. Seller's Certification:

- 2.1 Presence of lead-based paint and/or lead-based paint hazards
 - a. are known to be present in the housing as explained: _____
 - b. are not known to Seller to be present in the housing.
- 2.2 Records and reports available to Seller
 - a. Seller has provided Buyer with all available records and reports listed below pertaining to lead-based paint and/or lead-based paint hazards in the housing: _____
 - b. Seller has no reports or records pertaining to lead-based paint and/or lead-based paint hazards in the housing.

Date: _____, 20 _____ Seller: _____

Date: _____, 20 _____ Seller: _____

3. Buyer's Acknowledgement:

- 3.1 Buyer has received:
 - a. Copies of all information listed above.
 - b. The pamphlet *Protect Your Family From Lead in Your Home*.
- 3.2 Buyer:
 - a. Will receive a 10-day, or ____-day, opportunity from acceptance of the purchase offer to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards.
 - b. Waives the opportunity to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards.
- 3.3 I acknowledge that I have read and understood the attached lead warning statement in Section 1 of this form and received all information noted in Section 2 of this form.

Date: _____, 20 _____ Buyer: _____

Date: _____, 20 _____ Buyer: _____

4. Broker's Certification (When Applicable):

- 4.1 Broker certifies to have informed Seller of his/her obligation under 42 U.S.C. §4852d to disclose to Buyer and Broker all information known to Seller regarding the presence of lead-based paint and lead-based paint hazards within this target housing and that all information known to Broker regarding the presence of lead-based paint and lead-based paint hazards within this target housing has been disclosed to Buyer.
- 4.2 Broker further certifies that Buyer has received the lead hazard information pamphlet *Protect Your Family From Lead in Your Home* and that Buyer has or will be given a 10 calendar day period (unless otherwise agreed in writing) to conduct a risk assessment or inspection for the presence of lead-based paint before becoming obligated under the contract to purchase the housing.

Date: _____, 20 _____ Broker: _____ DRE #: _____

- the buyer's statement acknowledging the buyer has received a 10-day **opportunity to inspect** the property or has agreed to reduce or waive the inspection period [See Form 313 §3.2];
- the listing agent's statement noting the seller has been informed of the seller's disclosure requirements and that the agent is aware of his **duty to ensure** the seller complies with the requirements [See Form 313 §4]; and
- the **signatures** of the seller, buyer and listing agent. [24 CFR §35.92(a)(7); 40 CFR §745.113(a) (7)]

The seller and the listing broker must each keep a copy of the disclosure statement for at least three years from the date the sale is completed. [24 CFR §35.92(c); 40 CFR §745.113(c)]

Whether or not the LBP disclosure form is retained does not have an effect on the statute of limitations for the buyer to pursue misrepresentations or alter the buyer's right to post-contract disclosures. [24 CFR §35.92(c)(2); 40 CFR §745.113(c)(2)]

Also, the disclosure form must be in the language of the purchase agreement. For example, if the purchase agreement is in Spanish, then the LBP disclosure must also be in Spanish. [24 CFR §35.92(a); 40 CFR §745.113(a)]

Opportunity to evaluate risk

A prospective buyer must be notified before he makes an offer that he has the opportunity, by way of a **10-day period** after acceptance, to evaluate the hazardous risks involved due to the presence of lead-based paint in residential housing built prior to 1978. The buyer can agree to a **lesser period of time** or can entirely waive the right to the federally permitted risk evaluation period. However, disclosures about the property cannot be waived by the use of an "as-is" sale provision. [40 CFR §745.110(a); See Form 313]

Pre-contract disclosure avoids cancellation

Consider a prospective buyer who indicates he wants to make an offer to buy pre-1978 residential property. The listing agent hands the prospective buyer a lead-based paint disclosure signed by the owner of the property which discloses that lead-based paint is known to exist on the property.

The prospective buyer is also handed independent reports and documents related to the existence of the lead-based paint on the property.

The prospective buyer enters into a purchase agreement offer, but does not waive the 10-day lead-based paint risk evaluation period, wishing instead to **inspect and confirm** the accuracy of the seller's disclosure since the seller's disclosure of the property condition is not a warranty guaranteeing the actual condition of the property.

After the seller's acceptance of the offer, the buyer has the property inspected. The inspector's report states lead-based paint exists as stated in the seller's disclosure documents. The buyer now seeks to cancel the purchase agreement due to the presence of lead-based paint.

Can the buyer refuse to complete the purchase of the property due to the existence of the lead-based paint as previously disclosed by the seller?

No! The buyer had full knowledge of the presence of lead-based paint and any lead-based paint hazards **prior to the seller's acceptance** of his purchase agreement offer. Thus, the buyer purchased the property as

disclosed since the purchase agreement did not contain conditions calling for removal or abatement of the lead-based paint. The risk evaluation period only enabled the buyer to cancel had the seller not disclosed the presence of any lead-based paint or lead-based paint hazards prior to acceptance.

Thus, when the buyer entered into the purchase agreement, the buyer was **put on notice** about the presence of lead-based paint and the buyer could not later use the existence of lead-based paint as justification for cancellation.

Foreclosure sale exemption

Exempt from the Federal LBP disclosures are **foreclosure sales** of residential property. [24 CFR §35.82(a)]

Yet, a foreclosing lender still has a **common law duty to disclose known defects** at the foreclosure sale. Thus, even if the property is purportedly sold “as-is” at a foreclosure sale, a foreclosing lender is not protected from liability for intentional misrepresentation (negative fraud by omission) and deceit should the foreclosing lender have knowledge of a defect in the property and fail to disclose the defect at the time of the sale to the highest bidder. [**Karoutas v. HomeFed Bank** (1991) 232 CA3d 767]

However, the foreclosure exemption **does not apply** to the resale of housing previously acquired by the lender at a foreclosure sale, commonly called *real estate owned* (REO) property, or to the resale by a third party bidder who acquired the property at a foreclosure sale.

Thus, if a lender or other bidder who acquired property at a foreclosure sale is reselling it, the resale must comply with the lead-based paint disclosure requirements. [61 Federal Register 9063]

Chapter

32

Marketing condominium units

This chapter explores the listing agent's use of condominium association documents to market a unit listed for sale and to inform prospective buyers about the association and the project.

Managed housing

A buyer seeking to acquire a unit in a condominium project, or in any other residential *common interest development* (CID), is **bargaining for** living restrictions and ownership operating costs unlike those experienced in the ownership of a self-managed, single-family residence (SFR).

Ownership of a unit in a condominium project includes compulsory membership in the *homeowners' association* (HOA). The HOA is charged with **managing and operating** the entire project.

As a common owner of the project and a HOA member, **use and operating restrictions** are placed on most types of conduct, including:

- parking;
- pets;
- guests;
- signs;
- use of the pool, recreational and other like-type common facilities;
- patio balconies;
- care and maintenance of the unit;
- structural alterations; and
- the leasing of the premises.

The implicit bargain in becoming an owner-member is consenting to conform his conduct to meet extensive **use restrictions** in exchange for every other owner-member doing the same. The standards for the conduct consented to are found in the use restriction documents created for the project, such as association bylaws, *Covenants, Conditions and Restrictions* (CC&Rs) and operating rules.

The HOA has committees and a board of directors, both consisting of owner-members who are appointed to oversee the conduct of all the owner-members and their guests. On a committee's recommendation concerning a member's violation of a restriction, rule or policy of the HOA, the HOA takes steps to enforce compliance, usually by a notice of violation to the offending owner-member.

A fair comparison to the member's occupancy in a **multiple-unit housing project**, such as a condominium development, is a tenant's occupancy in an apartment complex of equal quality in construction, appearance and location. The behavior of a tenant in an apartment is also controlled by use restrictions, operating rules and policies established by a landlord.

However, a landlord is subject to market conditions when establishing guidelines for tenant conduct. Unlike a HOA, a landlord does not rule by majority vote, committees and directors.

Yet the conduct of tenants is regulated and policed in very much the same way as the conduct of a member of a condo project is policed. In law, **security arrangements** required to be implemented and maintained for condo projects and apartment complexes are the same, i.e., the property is to be maintained so its use is safe and secure from dangerous defects and preventable criminal activity. Both the landlord and the board of directors of a HOA are responsible for the safety of the users of their respective multiple-housing projects. Both are managed housing.

Classification of member obligations

The bargain entered into on acquiring a unit in a CID must be understood by the prospective buyer to include a highly involved **socio-economic relationship** with all other members of the project's HOA. A commonality of interest arising out of CID ownership creates a relationship amongst the members built not only on **use restrictions** and operating rules, but also on **financial commitments** to one another.

Financially, all members collectively provide all the revenue the HOA needs to pay the expenses of present and future repairs, restorations, replacements and maintenance of all components of the structures they own in common or through the HOA.

Thus, the obligations undertaken by a prospective buyer who acquires a unit in a CID, and the HOA's documentation of those obligations, fall into two classifications:

- **use restrictions** contained in the association's articles of incorporation, by-laws, recorded CC&Rs, age restriction statements and operating rules; and
- **financial obligations** to pay assessments as documented in annual reports entitled pro forma operating budgets, a Certified Public Accountant's (CPA's) financial review, an assessment of collections and enforcement policy, an insurance policy summary, a list of construction defects, and any notice of changes made in assessments not yet due and payable.

Assessments generate revenue

Two types of assessment charges exist to fund the expenditures of HOAs:

- *regular assessments*, which fund the operating budget to pay for the cost of maintaining the common areas; and
- *special assessments*, which are levied to pay for the cost of repairs and replacements that exceed the amount anticipated and funded by the regular assessments.

Annual increases in the dollar amount levied as **regular assessments** are limited to a 20% increase in the regular assessment over the prior year. An increase in **special assessments** is limited to 5% of the prior year's budgeted expenses. [Calif. Civil Code §1366(b)]

An *extraordinary expense* brought about by an emergency situation lifts the limits placed on the amount of an increase in regular and special assessments. **Extraordinary expenses** include amounts necessitated:

- by a court order;
- to repair life-threatening conditions; and
- to make unforeseen repairs. [CC §1366(b)]

The schedule for payment of assessments by a member varies depending on the type of assessment. **Regular assessments** are set annually and are due and payable in monthly installments. **Special assessments** are generally due and payable in a lump sum on a date set by the HOA when making the assessment.

The buyer's expectations about assessments

To better understand the impact of assessment obligations, a prospective buyer of a unit needs to analyze the assessments based on:

- the present and future *annual operating costs* the HOA will incur; and
- the amounts which must be set aside annually as **reserves** for future restoration or replacement of major components of the improvements.

Should the association's reserves be insufficient to pay for major repairs to components of the structure which were foreseeable, a **special assessment** is used by the association to immediately call for additional funds from members to provide revenues to cover these extraordinary or inadequately reserved expenditures.

Arguably, repairs and replacements for which assessment revenues are needed to cover HOA costs are expenses any owner of a SFR would also incur. However, the difference in a CID is the individual member cannot substitute his time, effort and personal judgment for how much will be paid, when the repairs will take place, how repairs might be financed or exactly what repairs or quality of repairs are appropriate. These decisions are left to HOA committees who hopefully vote based on the same concerns and ability to pay as would the prospective buyer of a unit.

Order in the financial house

To determine if a HOA has its finances in order, a prospective buyer should look to the financial reports held by the seller or readily available from the HOA on the seller's request.

The HOA's current *pro forma operating budget* is the starting point for the prospective buyer's analysis of the financial impact the purchase of a unit in the CID will have on his income. Remember, it is the **regular assessments** which will be increased if reserves are inadequate and a **special assessment** which is levied to cover an immediate expenditure for which insufficient cash reserves exist.

The **pro forma operating budget** makes several mandatory disclosures about the state of the HOA's finances, including, but not limited to:

1. An estimate of the revenues from assessments, paid or delinquent, and the **expenses** the HOA anticipates incurring during the fiscal year covered by the budget. The revenues must exceed expenses since the HOA must set aside cash reserves for the future replacement of major components of the structure.
2. A summary of the HOA's **cash reserves** itemizing:
 - the estimated repair or replacement cost of each major component of the structure owned by the HOA;
 - the amount of cash reserves needed to pay for the repairs or replacements of these major components; and
 - the cash reserves actually on hand and available to pay for these repairs or replacements.
3. Any determination or anticipation of the HOA's board of directors as to whether **special assessments** will be required in the future for reserves, repairs, replacements or maintenance. [CC §1365(a)]

On review of the HOA's pro forma operating budget, the prospective buyer can quickly determine whether cash reserve shortages exist. If they do exist, the only way for the HOA to get the funds into reserves or immediately pay for the repairs or replacements is to increase the regular assessments (which are paid monthly) or call for a special assessment (which will be a lump sum amount due and payable when set).

Thus, when setting the purchase price of a unit, the buyer must consider (the present value of) the amount of **deferred assessments** he will have to pay in the future, assessments which should have been levied and paid by the seller.

Some HOAs initially supply only a **summary** of the pro forma operating budget. In this case, the full budget can be requested and will be delivered without further charge.

Further, the prospective buyer needs to review additional HOA documents to fully **determine the value** (price) of the unit he is interested in purchasing and the **financial impact** assessments will have on the buyer's disposable income.

For example, another financial disclosure issued by the HOA, unless the HOA's revenues are \$75,000 or less, is a **CPA's review** of the HOA's financial statement (this is not the pro forma operating budget statement). Look for comments in the CPA's review about deficiencies in reserves, delinquent assessments, or unusual accounting procedures. [CC §1365(c)]

HOA assessment enforcement policy

Also available from the HOA is a statement on the HOA's policies for enforcing collection of delinquent payments of assessments. [CC §1365(e)]

At issue for a prospective buyer of a unit is the method used by the HOA to **enforce collection** of assessments, e.g.,:

- does the HOA **record a Notice of Default** and proceed with a trustee's foreclosure on the owner's unit, a default which can be cured by the payment of delinquencies and statutorily limited foreclosure costs; or

	AUTHORIZATION TO PROVIDE CID DOCUMENTS <small>(California Civil Code §1368)</small>		
Prepared by: Agent _____ Broker _____		Phone _____ Email _____	
DATE: _____, 20_____, at _____ California.			
TO MANAGEMENT OF OWNER'S ASSOCIATION: Representative's name _____ Company name _____ Address _____ Phone _____ Cell _____ Email _____		FROM LISTING BROKER: Agent's name _____ Broker's name _____ Address _____ Phone _____ Cell _____ Email _____	

1. Regarding unit number _____ located in the CID project which you manage known as _____ and subject to a homeowner's association (HOA) named _____.
2. You are kindly requested to provide the Listing Broker identified above within the statutory delivery period with the following checked CID and HOA documents:
 - a. Copies of any notice to Seller of CC&R violations, any list of construction defects, identification of any pending litigation involving the HOA and any assessment charges not yet payable.
 - b. Copies of HOA articles, bylaws, CC&Rs, collection and lien enforcement policies, operating budget, operating rules, CPA's financial review, insurance policy summary and any age restriction statement.
 - c. A statement of Condition of Assessments.
3. You are authorized to supply the Listing Broker identified above the requested copies of CID and HOA documents.
 - 5.1 Please bill me for the reasonable cost of copying and delivering these requested documents.

Owner's information:

Unit number: _____
 Name: _____
 Address: _____

 Phone: _____ Cell: _____
 Fax: _____
 Email: _____

Signature of HOA member:

FORM 135

03-11

©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

- does the HOA **hire an attorney and file a lawsuit** requiring a response, a trial and results in a personal money judgment against the owner, all of which has no limit on the dollar amount of costs and attorney fees to defend or prosecute and, if not paid, becomes an abstract of judgment which is a foreclosable lien on all property owned by the owner and collectible by attaching the owner's wages or salary. [CC §§1367, 1367.1]

Also, if a "list of defects" in the structure or a disclosure of any changes already made to regular and special assessments that are not yet due and payable exists, it indicates financial inadequacies the HOA is now attempting to cure or cover. [CC §§1368(a)(6), 1368(a)(8)]

The prospective buyer of a unit in a CID needs to review all readily available HOA information with the buyer's agent **before making an offer**. With this information, the property's fundamentals become more **transparent**, allowing the buyer and his agent to better determine the price the buyer should pay for the

unit and whether or not he has the ability (and desire) to carry the cost of ownership after acquisition. Even FHA insured financing requires the HOA to have maintained reserves and that delinquent assessments and investor ownership of multiple units are limited.

HOA documentation

An **association's participation** in a listing agent's efforts to induce a prospective buyer to enter into a purchase agreement and close escrow on the sale of a unit located within the project is limited to:

- **providing the listing agent**, on written request from the owner of the listed unit, with documents which include items, statements and reviews regarding the permissible use of the unit and the financial condition of the HOA [CC §1368(b); see Form 135 accompanying this chapter];
- **providing escrow**, on written request from the owner of the listed unit, with documents which include notices, statements, lists and disclosures regarding the status of the owner's membership in the HOA; and
- **changing HOA administrative records** to reflect the identification of the new owner should the prospective buyer purchase the unit.

The HOA may charge a **service fee** equal to their reasonable cost to prepare and deliver the documents requested by the owner. A charge in connection with the change of ownership is permitted, but is limited to the amount necessary to reimburse the association for its actual out-of-pocket cost incurred to change its internal records to reflect the new ownership of the unit. [CC §§1366.1, 1368(c)]

Within 10 days after the postmark on the mailing or hand delivery to the HOA of a written request from the owner itemizing the documents sought from the HOA, the **association is obligated** to provide them to the owner. A willful failure to timely deliver up the requested documents subjects the HOA to a penalty of up to \$500. [CC §§1368(b), 1368(d)]

The association documents regarding use restrictions and financial data should be delivered by the owner's listing agent to a prospective buyer prior to entering into a purchase agreement. When disclosures are received before agreeing to buy, the buyer does not have a valid reason to later use this information to terminate the purchase agreement.

Status documents are also available from the HOA on request (usually by escrow) prior to closing. Using these documents, the buyer confirms the owner's representations in the purchase agreement about the status of his occupancy and the assessments imposed on the unit he is selling.

Escrow's only concern with HOA documents is the receipt of information for the purpose of prorations made necessary by prepaid or delinquent assessments.

The closing documents needed by escrow and the buyer regarding the owner's status with the HOA include:

- the CID's *statement of condition of assessments* in order for escrow to calculate **prorates and adjustments** on closing; and
- any HOA notices to the owner of CC&R violations, a list of construction defects and any assessment charges not yet due and payable in order for the buyer to **confirm the representations** made by the owner in the purchase agreement.

When a real estate broker or his agents provide a copy of the use restriction documents or the covenants, conditions and restrictions (CC&Rs) of a homeowners' association to any person must use a **cover page or stamp** on the first page of the CC&Rs. The cover page or stamp must state, in at least 14-point boldface type, the following:

"If this document contains any restriction based on race, color, religion, sex, sexual orientation, familial status, marital status, disability, national origin, source of income as defined in subdivision (p) of Section 12955, or ancestry, that restriction violates state and federal fair housing laws and is void, and may be removed pursuant to Section 12956.2 of the Government Code. Lawful restrictions under state and federal law on the age of occupants in senior housing or housing for older persons shall not be construed as restrictions based on familial status."

However, the requirement to include this declaration does not apply to documents submitted to the county recorder for recordation.

Listing agent's role

Unless a listing agent is remiss, or simply ignorant of his duties owed to prospective buyers, he knows exactly what CID information and documents he needs to gather to properly **market and disclose** to prospective buyers the material facts about a condominium unit he has listed for sale, called *transparency*.

Accordingly, it is at the listing stage that the agent should prepare the **owner's request** to the HOA to deliver up the CID documents concerning use restrictions and HOA finances. The documents are immediately available from the association and will be delivered within 10 days of the posted or hand delivered request. [CC §§1368(a), 1368(b); see Form 135]

The owner is obligated by statute to ensure the disclosures are handed to prospective buyers as soon as practicable (ASAP). It is quite easy for the owner to request and quickly receive the documents from the association. Thus, the ready availability of the documents confirms the disclosures can, as a practical matter, be made available to a prospective buyer before the owner accepts an offer. [CC §1368(a)]

However, once the owner lists the property, it becomes the **listing agent's obligation**, acting on behalf of the owner, to diligently fulfill the owner's obligation to make the association documents available for delivery to prospective buyers, ASAP.

Chapter 33

Tax aspects advice

This chapter clarifies the extent of an agent's duty to inform his client about the tax aspects of a proposed real estate transaction.

Disclosure of known consequences

Consider an owner of an income-producing parcel of improved real estate who intends to hire a brokerage office to market his property and locate a buyer. The owner interviews a few brokers and sales agents to determine who he will employ to list the property for sale.

The owner's primary concern is to hire an agent who is most likely to produce a prospective buyer who will purchase the property. Thus, the **owner's interviews** include an inquiry into:

- the **contents of the listing package** the agent will prepare to market the property;
- the **scope of the advertising** the agent will provide to locate prospective buyers; and
- the **professional relationship** the agent has with other brokers, agents and property owners.

One agent interviewed by the owner inquires about the owner's **intended use of the proceeds** from the sale. The owner indicates he would like to reinvest the funds in developable land, to hold for profit on a later resale to a subdivider or builder.

On further inquiry, the owner provides the agent with **data on the price** he paid for his property, the **debt** now encumbering the property and his depreciated **cost basis** remaining in the property. These three key pieces of data are needed for an agent to assist the owner in his **tax planning** for a sale.

The agent does some quick math (sales price minus basis equals profit) to approximate the amount of profit the owner will realize on a sale. He immediately determines the owner would pay profit taxes at **recapture** (25%) and **long-term** (15%) rates that will equal nearly one fifth of his net proceeds from a sale (plus one twelfth for state taxes). The owner is informed of the agent's initial opinion about the owner's tax liability on a sale.

The agent then informs the owner he can **avoid reporting his profit** and paying income taxes on the sale by buying the land he would like to acquire now. Thus, the sale of his income property and his purchase of land can be linked together to form a **continuing investment** in real estate.

Also, the agent informs the owner that the purchase agreements entered into for the sale of the income property and the purchase of the land should contain *contingency provisions* conditioning the closing of the sale on the owner's purchase of other property.

So as not to mislead the owner about the extent of the **agent's experience** handling §1031 reinvestment plans for clients, the agent informs the owner he has not personally handled a §1031 transaction. However, he lets the owner know he has taken courses on §1031 transactions and has discussed §1031 funding procedures with brokers and escrow officers who do have experience handling §1031 reinvestments.

The agent tells the owner he believes he can properly market the property and locate suitable land for the owner's reinvestment, as well as follow up on procedures for §1031 tax avoidance should the property be listed with his broker.

Conversely, another agent contacted by the owner is reticent about becoming involved in a review of the tax aspects of selling property.

This agent hands the owner a **written statement** attached to a proposed listing agreement advising the owner that the agent:

- has disclosed the extent of his **knowledge** of the tax consequences on the sale of real estate;
- is unable to give **further tax advice** on the rules and procedures involved in a §1031 transaction; and
- has **advised the owner** to seek the advice of his accountant or tax attorney on how to properly avoid the tax on profit from the sale and purchase of real estate.

Did both agents comply with their agency duty to make proper disclosures to the owner about their knowledge and willingness to give tax advice?

Yes! Both agents met the **agency duty** undertaken when soliciting employment since each agent:

- **determined the tax consequences** of the sale might **affect** the owner's handling of the sales transaction, called a *material fact*;
- **disclosed the extent of his knowledge** regarding the possible tax consequences of the sale; and
- **advised on the need for a professional** who would further investigate and advise on the §1031 tax aspects.

The question then remains, "Must a broker, employed by a seller of real estate, give tax advice to the seller?"

The answer lies in the **type of real estate** involved and the client's intended use of the sales proceeds.

An affirmative duty to advise

Consider a listing agent who determines that information about the tax aspects of a sale is **material** to a sales transaction entered into by his client since tax information might affect the client's handling of the transaction. Accordingly, the agent has a duty owed to his client to disclose the extent of his knowledge on the transaction's tax aspects, called an *agency duty* or *fiduciary duty*.

Further, a concerned listing agent will go beyond disclosure of mere tax information and assist his client in structuring the sales arrangement to achieve the best possible tax consequences available.

However, a **statutory exception** to the disclosure duties exists. On one-to-four unit residential dwellings, a listing agent has **no duty to disclose** his knowledge of possible tax consequences, even if the tax consequences are known by the agent to affect the client's decision on how to handle the sale of his property, unless the topic becomes the subject of the client's inquiry. [Calif. Civil Code §2079.16]

Advice and disclosure exception

Consider a seller of a one-to-four unit residential property who enters into a client-agent relationship with a broker, employing the broker (and his agents) to sell the property under a listing agreement.

The listing agreement form used by the broker contains a boilerplate clause stating a real estate licensee is a person qualified to advise on real estate, a statement that is consistent with the training and knowledge of brokers and agents. However, the clause goes on to state that if the seller desires legal or tax advice, he should consult an appropriate professional. [CC §2079.16]

The broker also hands the seller a statutorily mandated **agency law disclosure** form that states: “A real estate agent is a person qualified to advise about real estate. If legal or tax advice is desired, consult a competent professional.”

Neither disclaimer requires the broker and his agents to provide tax advice or obligates the seller to employ the other professional to advise on the tax aspects of the transaction before closing escrow. [CC §2079.16]

The broker then locates a buyer who enters into a purchase agreement with the seller to buy the property. The purchase agreement also states the seller should consult his attorney or accountant for tax advice.

Prior to closing the sale of the seller’s property, the broker also negotiates the seller’s purchase of another one-to-four unit residential property, which involves the broker’s preparation of a purchase agreement.

Before the separate escrows close on the sale and purchase transactions, the seller asks the broker about the number of days he has after the sale closes to purchase the replacement property and avoid paying profit tax on the sale. The seller has never been involved in a §1031 reinvestment.

The broker informs the seller he is not sure of the number of days and orally **advises the seller to consult a tax accountant**. The seller does not do so since no contingency provision for further-approval of the tax consequences was in the purchase agreement.

Ultimately, the seller is taxed on the profit from the sale, but not because of the time constraints on his closing of escrow that he inquired about. The profit is taxed because the seller failed to avoid actual and constructive receipt of the sales proceeds. Avoidance is simple, either:

- directly transfer the sales proceeds to the purchase escrow; or
- impound the sales proceeds with a third-party facilitator until the proceeds are needed to fund the purchase escrow for the replacement property.

The seller seeks to recover his losses from the broker. He claims the broker breached the agency duty owed to the seller by failing to disclose that the structure of the seller’s transfer of net sales proceeds from the sales escrow to the purchase escrow for the replacement property might result in **adverse tax consequences** due to his actual receipt of the reinvestment funds.

The broker claims he has **no duty to advise the seller on the tax consequences** of the one-to-four unit sale since the listing agreement, the **agency law disclosure** and the purchase agreement all clearly stated:

- the broker did not advise on tax matters; and

- the seller should look to other professionals for tax advice.

Did the listing broker (or his agents) have a duty to advise the seller on the tax consequences of the sale as known to the broker (or his agents)?

No! On the sale of **one-to-four unit residential property**, sellers (and buyers) are expected, as a matter of public policy, to obtain tax advice from competent professionals other than the residential real estate brokerage office handling the transaction. [CC §2079.16]

Further, a broker has no duty to voluntarily disclose any tax aspects surrounding the sale of a one-to-four unit residential property, even if the **information is known** to the broker or the sales agent. However, the listing agreement needs to specify the broker and his agents **do not undertake the duty** to advise the seller on the tax aspects of the transactions. Further, on a *direct inquiry* from the seller (or buyer), the agent must **respond honestly** and to the best of his knowledge. [**Carleton v. Tortosa** (1993) 14 CA4th 745]

The agency law disclosure addendum attached to listing agreements and purchase agreements **eliminates the duty** of a broker and his agents to disclose their knowledge about the tax aspects of a sale when a one-to-four unit residential property is involved.

The irony of mandated disclosures

The tax consequences of sales transactions involving the subsequent purchase of replacement property are as material to a seller as is the structuring of carryback financing. Carryback financing arrangements require an agent to make extensive mandated disclosures regarding documentation of the carryback and the rights of the carryback seller. However, carryback arrangements are less frequently encountered during boom times than §1031 reinvestment opportunities.

Further, the financial damage of avoidable taxes often exceeds the risk of loss on an improperly structured carryback note and trust deed transaction. Unlike the agency duty of a broker (and his agents) in §1031 transactions, the agency duty a broker (and his agents) owes to his carryback seller includes full disclosure of information necessary for the seller to make an informed decision about the **financial suitability** of a carryback sale before the seller enters into the transaction. [**Timmsen v. Forest E. Olson, Inc.** (1970) 6 CA3d 860]

Avoiding misleading disclaimers

The boilerplate statement included in some listing agreements and purchase agreements used by unionized real estate brokers and their agents incorrectly implies that they are not qualified to give tax advice.

If a broker or agent is not **fully qualified** to handle the sale and purchase aspects of a §1031 transaction, he is at least aware of its beneficial tax aspects available to a seller of property.

Further, real estate brokers and their agents with tax knowledge are **duty-bound to advise their client** about their knowledge concerning the tax consequences of the real estate transaction their client is about to enter into — unless a one-to-four unit residential property subject to agency law disclosure statutes is involved.

However, a savvy broker or agent **capitalizes** on the tax knowledge he has spent time acquiring by advising clients on the tax results of their real estate transactions, regardless of the type of property involved. When a broker or agent uses his knowledge to **voluntarily counsel** his client on the transaction's tax consequences, the decision made by the client will be the result of more relevant information.

However, the broker or agent who advises a client on a transaction's tax consequences has a duty to not mislead the client by intentional or negligent misapplication of the tax rules. [**Ziswasser v. Cole & Cowan, Inc.** (1985) 164 CA3d 417]

To **avoid misleading the client**, the broker or agent should disclose to his client:

- the full extent of his tax knowledge regarding the transaction;
- how he acquired his tax knowledge; and
- whether the broker or agent intends to further investigate the matter or whether the client should seek further advice from other professionals.

When a broker or agent does give tax advice, he should take steps to involve the **client's other advisors** in the final decision. Input from others who know the client help the broker eliminate future claims arising out of adverse tax consequences due to the **client's reliance** on the agent's (incorrect) opinion.

The most practical (and effective) method for shifting reliance to others or to the client himself when the broker gives a client his opinion on a transaction's tax consequences, is to insert a *further-approval contingency* in the purchase offer or counteroffer.

The **contingency provision** requires the client to initiate his own **investigation** by obtaining additional tax advice and further approval of the transaction's tax consequences from his attorney or accountant before allowing escrow to close.

An oral or written warning, or *general advice* to further investigate, is not sufficient. Advisory statements do not require the client to act, and worse, they do not explain why the broker or agent believes the client should act to protect himself. A further-approval contingency provision makes the advice an *opinion*, to be confirmed by the client before closing. [**Field v. Century 21 Klowden-Forness Realty** (1998) 63 CA4th 18]

Tax advisor's further approval

In an exchange agreement (or purchase agreement), the purpose for including a further approval contingency regarding the transaction's tax consequences is to allow a client to confirm that the transaction does qualify for §1031 tax-exempt status as represented by his agent. If the tax status cannot be confirmed, the client may terminate the transaction by delivery of a notice of cancellation. [See **first tuesday** Form 171 §5.2j]

In other words, the client is **not relying** on the agent's opinion if he decides to enter into an exchange agreement with the intent to close escrow only after he has further confirmation of the tax consequences.

However, a purchase agreement or exchange agreement that contains a written contingency provision calling for a third party's approval of some aspect of the transaction, such as the transaction's qualification as an Internal Revenue Code (IRC) §1031 reinvestment plan, also contains an unwritten *implied*

covenant provision. Under the implied covenant provision, before a client can cancel a transaction, he is required to “act in good faith and with fairness” in his efforts to obtain a third party’s approval, such as submitting data on the transaction for confirmation from his attorney or accountant.

Thus, the **implied covenant provision** compels the client to actually submit documentation on the transaction to the third party, and to do so within the time period called for after the date of acceptance.

Here, the client’s agent usually steps into the chain of events by contacting the third party and providing the paperwork sought to review the transaction for its §1031 tax-exempt status. On review, procedural changes may need to be made to meet the client’s objectives and satisfy the objections of the third party. In response, the agent sees to it the changes are made, unless the changes would be inconsistent with the intent of his client regarding his acceptance of the replacement property.

Since fair dealing and reason are implied in every agreement and applied to the conduct of all parties, a termination of the exchange agreement due to the disapproval of an activity or occurrence subject to a contingency provision must be based on a **justifiable reason**.

On a potential disapproval and possible termination due to reasons expressed by the client or his advisor, the agent may well be able to cure the defect that gave rise to the reason for disapproval or to demonstrate that the third party’s concern is unfounded, i.e., if it is, in fact or in law, an erroneous conclusion. [Brown v. Critchfield (1980) 100 CA3d 858]

Tax aspects: a material fact

All real estate in the hands of a seller is classified as either his principal residence, like-kind (§1031) property or dealer property.

An inquiry as to what the seller of property other than a personal residence or dealer property intends to do with the sales proceeds often opens a **window of opportunity**, allowing the agent to review his **tax knowledge** with the seller.

When representing sellers of real estate that, on a sale, would qualify for the §1031 profit reporting exemption, an agent should use a purchase agreement containing a §1031 cooperation provision. [See **first tuesday** Form 159 §10.6]

A **§1031 cooperation provision** is not an advisory disclaimer by which a broker or agent attempts to relieve himself of his responsibility to give tax advice. Instead, the provision **puts the seller on notice** he is able to avoid profit reporting on the sale and has bargained for the buyer’s cooperation should the seller decide to act to qualify his profit for a §1031 exemption.

Again, an agent who is not knowledgeable about the handling required for a §1031 reinvestment can initially avoid a discussion of tax aspects by including the §1031 cooperation provision in the purchase agreement. The §1031 cooperation provision conveys to the seller the seller’s need to consider, plan for and inquire about the tax consequences of the sale.

Knowledge of basic tax aspects

Technical questions posed by a seller that go beyond a listing agent’s knowledge or expertise requires a truthful response from the agent. In response, the **listing agent** has several ways he can respond, including:

- **disclosing** the extent of **his knowledge** to the seller and **advising** the seller to seek any further advice they may want from another source;
- **associating** with a more knowledgeable broker, a tax attorney or accountant who provides the seller with the advice; or
- **learning** how to handle §1031 reinvestments and giving the advice himself.

Escrow officers are of great assistance to an agent who is aware he has a potential §1031 transaction. Some escrow officers and agents advertise their expertise in handling §1031 tax-deferred reinvestments to broadcast their competitive advantage over other escrow officers and agents.

Ideally, every broker and agent handling the sale of real estate used in the seller's business or held for investment (like-kind property) should, as a **matter of basic competency**, possess an understanding of several fundamental tax concepts, such as:

- the principal residence owner-occupant's \$250,000 profit exclusion;
- the separate income and profit categories for each type of real estate;
- the §1031 profit reporting exemption;
- interest deductions on real estate loans;
- depreciation schedules and deductions;
- the \$25,000 deduction and real-estate-related business adjustments for rental property losses;
- the tracking of rental income/losses separately for each property;
- profit and loss spillover on the sale of a rental property;
- standard and alternative reporting and tax bracket rates; and
- installment sales, deferred profit reporting.

All of these tax aspects are basic to the sale or ownership of real estate commonly listed and sold by agents. When applicable, they have significant financial impact on sellers and buyers of real estate. Any agent with a working knowledge of the tax aspects of real estate can and should consider offering a wider range of services, including tax advice, when competing to represent buyers and sellers.

Also, giving a seller tax advice concerning a §1031 reinvestment plan when the seller follows the advice always leads to a second fee for negotiating the purchase of the replacement property and coordinating the transfer of funds.

Chapter 34

Prior occupant's use, affliction and death

This chapter discusses the disclosure of a prior occupant's death or affliction with AIDS.

When and when not to disclose

A real estate broker and his listing agent are employed by a seller to locate a buyer for his real estate. The listing agent soon locates a buyer who wants to purchase the property.

Prior to making an offer, the listing agent hands the buyer the seller's Transfer Disclosure Statement (TDS) disclosing the seller's and agent's knowledge about the present **physical condition** of the property. All other mandatory disclosures are made.

The buyer does not inquire into any deaths which might have occurred on the property. Ultimately, the buyer acquires and occupies the property.

Later, the buyer is informed a prior occupant died on the property from AIDS or HIV. This death occurred **more than three years** before the buyer submitted the offer to purchase the property.

The buyer discovers the listing agent knew of the prior occupant's AIDS affliction and death on the property. The buyer claims the listing agent breached his agency duties by failing to voluntarily disclose this information to the buyer.

Here, a real estate agent has no *affirmative duty* to **voluntarily disclose** information to a potential buyer regarding a prior occupant:

- whose **death**, from any cause, occurred on the real estate **more than three years prior** to the purchase offer; or
- who was **afflicted** with the HIV virus or afflicted with **AIDS**. [Calif. Civil Code §1710.2(a)]

*Editor's note — Deaths on the property which occurred **within three years** of the offer are treated differently.*

Disclosure on inquiry

Consider a buyer who asks the listing agent if any deaths have ever occurred on the property.

On direct inquiry by the buyer or his agent, the listing agent must **disclose his knowledge** of any deaths on the real estate, no matter when they occurred. [CC §1710.2(d)]

An intentional misrepresentation or concealment by any agent in the real estate transaction after a buyer makes a **direct inquiry** is:

- a breach of the listing agent's *general duty* owed to the buyer to truthfully respond when the listing agent represents the seller exclusively; or
- a breach of the buyer's agent's *agency duty* owed the buyer since the agent is the buyer's representative in the transaction. [CC §1710.2(d)]

Further, an **inquiry** by the buyer into deaths indicates that a death on the premises is a fact which might affect the buyer's use and enjoyment of the property, a *material fact*. Thus, an affirmative duty is imposed on the **buyer's agent** to either investigate or recommend an investigation by the buyer before an offer is made, unless the offer includes a contingency on the subject of death.

An agent who discloses, on inquiry, that he does not know if a death occurred on the real estate, or has limited information which he does disclose, should hand the buyer a memorandum stating:

- the buyer has made an inquiry about deaths on the property;
- the agent has disclosed all his knowledge concerning the inquiry; and
- whether the agent will further investigate any deaths on the property.

Deaths affecting market value

An agent's duty to disclose facts known to them which may adversely affect the property's value, called **material facts**, is not limited to disclosures of the property's physical condition.

Consider a buyer who enters into a purchase agreement negotiated by an agent, acting either as the buyer's agent or the listing agent. The offer includes the seller's TDS disclosures about the condition of the property as an attachment. However, the buyer is unaware multiple murders occurred on the property more than three years before the buyer's purchase offer.

The agent **conceals his knowledge** of the murders from the buyer. The agent is aware that the notoriety of the murders **adversely affects** the market value of the property, placing its value below the price the buyer is agreeing to pay.

The transaction closes and the buyer occupies the property. The buyer learns of the murders and sues the agent to collect his price-to-value money losses. He claims the agent had a duty to disclose the deaths since the agent knew the property's market value, due to the stigma of the deaths, was **measurably lower** than the purchase price paid.

The agent claims he does not have a duty to disclose the deaths since they occurred over three years ago and were not required to be disclosed on the TDS.

Did the agent have an affirmative duty to disclose the deaths?

Yes! The deaths had an **adverse affect** on the property's market value and were **material facts** intentionally concealed from the buyer.

Thus, every agent has an affirmative duty to disclose prior deaths when the death **might affect the buyer's valuation** or desire to own the property. [Reed v. King (1983) 145 CA3d 261]

Desirability based on prior events

Consider a buyer's agent who is aware a death occurred on the real estate **within three years** of a buyer's purchase offer. The value of the property is **not adversely affected** by the death. Thus, the knowledge is not a material fact about the property which needs to be disclosed.

The buyer does not ask his agent if any deaths have occurred on the property.

After closing, the buyer learns of the death and is deprived of the pleasurable use and enjoyment of the property — an **idiosyncrasy** of the buyer about death which was unknown to his agent.

The buyer claims his agent breached his special agency duty by failing to disclose the death since it inflicted an intangible harm on the buyer, preventing him from occupying the real estate.

Here, the buyer's agent probably should have inquired of the buyer to determine if a known death might affect the buyer's decision to purchase the property. The buyer's agent does have a greater agency duty to care for and protect the buyer than does a listing agent. Thus, a buyer's agent should disclose any death occurring on the property within three years, especially if he believes the death might affect the buyer's decision to make a purchase agreement offer.

It is the buyer's agent's duty to **investigate and disclose** material facts about the property and the transaction, placing a greater burden on the buyer's agent to know and understand his client, a sort of **know-your-client rule**.

Conversely, the **buyer has a duty** of care, owed to himself, to **inquire and discover** facts to protect his personal interests.

However, whether or not a buyer's agent will be subject to any liability or penalties for not disclosing a death which occurred on the property within three years of the buyer's purchase offer, when the agent was **unaware of the buyer's idiosyncrasy** and the death was not a material fact affecting the value of the property, has yet to be reported.

Chapter 35

Income property operating data

This chapter focuses on the data a listing agent needs on income producing property before he is able to diligently market the property to prospective buyers.

Fundamentals induce offers

It is said about an income property's operating data that it is both the commencement and conclusion of a transaction.

An income producing property's operating data is gathered and entered on an Annual Property Operating Data (APOD) sheet by the seller or listing agent. The purpose of preparing an APOD is to provide information about the property to prospective buyers or their agents.

By design, the APOD is **intended to induce** prospective buyers to rely on its content to buy the property. Thus, with the presentation of an APOD to a prospective buyer, negotiations have begun.

If negotiations are successful, a prospective buyer enters into a purchase agreement with the seller. The conclusionary act by the buyer and the buyer's agent is the completion of their due diligence investigation into the accuracy of the income data contained in the APOD.

To do so, the buyer's agent reviews the operating expenses, rent rolls, leases and tenant estoppel certificates. If the certificates are substantially the same as the data contained in the APOD and the leases, and the expenses are verified, the transaction closes.

Thus, on close of the transaction, the income and expenses experienced by the property and presented on an APOD by the listing agent have come full circle. The buyer's receipt of the APOD on **introduction** to the property has been tied to the **confirmation** of the APOD figures and the transaction has closed.

Honest start equals strong finish

The price an investor will pay for income producing real estate is set by a property evaluation analysis of data based on different appraisal techniques, one of which is the *income approach*. When another evaluation approach sets a value different than set by the income approach, the lesser of the values should greatly influence the investor's decision on pricing.

This chapter is concerned primarily with the **income approach to valuation** since income is initially used by investors to determine a property's fair market value (FMV) and the ability of the rents to service debt. Here, comparable sales or depreciated replacement cost approaches are of secondary concern.

Rental income and operating expenses produce a property's *net operating income* (NOI). In turn, the property's NOI represents the annual return the property delivers to the owner, which is accounted for as:

- a **return of** the owner's original capital investment, called *depreciation*, (evidenced in part by the principal reduction on purchase-assist loans); and
- a **return on** the owner's capital investment, called a *yield*, (including NOI used to service interest payments on the purchase-assist loans).

Since the NOI represents the investor's annual returns, the information and data entered in an APOD are the **fundamentals** upon which an income property investment is initially judged for setting its market value. Thus, the APOD prepared by the listing agent must contain accurate representations of either:

- **current operations**, as experienced by the seller; or
- an **opinion honestly held** by the agent about future income and expenses which an investor will likely experience as owner of the property.

Thus, a prospective buyer of income property is buying a **future flow** of income (NOI) for which he is willing to pay a price today. This price is the **discounted, present worth** of the property's NOI over the coming years. Further, this is the maximum price the prospective buyer would agree to pay for the property.

By the listing agent's use of an APOD, the prospective buyer is **induced to rely** on the APOD figures to evaluate the property, enter into negotiations, and sign a purchase offer. If the figures hold up under an investigation, the buyer will acquire ownership of the property.

For the listing agent to avoid deceitful and dishonest activities in the inducement, the figures entered in an APOD must have some close relationship to the income and expenses the property actually does or will likely produce. The only known **sources of data** for the APOD figures which the listing agent can draw on are the owner's actual operating records of the property and the operations of comparable properties. Both are readily available to agents on inquiry.

The need for forecasts

Data from comparable properties might demonstrate that the listed property's current operations are producing less rental income and greater expenses than experienced by owners of other properties.

The comparison may justify the preparation of an APOD using figures which are decidedly not reflective of the property's current operating income and expenses. Instead, the APOD figures represent the listing agent's opinion about the property's probable future operations based on the income and expenses experienced by both the listed property and comparable properties.

Here, the listing agent must have a reasonable basis for developing a **rational opinion** about the property's future potential by estimating the anticipated income and expenses. The estimate is the listing agent's *forecast* of income and expenses which the listing agent **honestly believes** has a reasonable likelihood of actually occurring under new ownership.

Thus, two entirely different NOI estimates could logically be presented to a prospective buyer regarding the listed property:

- one based on **current operations** as continuing without a significant change in anticipated income and expenses, properly called a *projection*; and
- the other being an **opinion** of potential income and expenses likely to be experienced in the future, properly called a *forecast*.

The difference in the NOI produced by these two estimates of the property's future annual operations has a profound **financial impact** for the property's value. A \$10,000 potential increase in annual NOI over the current NOI experienced by the seller converts, by the financial process of *capitalization of income*, into an increase in value ranging from \$80,000 to \$120,000. The range depends on the rate of return expected in the marketplace at the time of sale. It is in the best interest of the seller for the listing agent to put forward on an APOD the best set of figures which the listing agent honestly believes an owner could actually achieve.

However, the listing agent must be certain the buyer does not rely on the APOD figures as a *warranty* or anything more than the listing agent's **honestly held belief** that the NOI estimated has a reasonable likelihood of occurring. Listing agents must accompany their optimistic forecasts on APODs with a statement indicating the figures are *opinions* and nothing more.

If the buyer receives positive assurances from the listing agent that the APOD figures are **attainable**, the buyer can rely on the APOD as a *guarantee* of what will occur. Then, the buyer may rely on the data unconditionally presented by the listing agent without further investigation to confirm whether or not the assurances will occur. [In re Jogert, Inc. (9th Cir. 1991) 950 F2d 1498]

A contingency provision in the purchase agreement calling for the buyer's further approval of the income and expenses would be prudent to demonstrate that the buyer is not relying on the agent's APOD estimates as a guarantee.

Seller's good-faith assistance

To assist a listing agent to marshall information about a property's operations and prepare an APOD to determine the property's current NOI, the seller must, **in good faith**, provide the listing agent with print-outs of his monthly, year-to-date and past 12 months income and expense statements. Either the seller, the property manager or resident manager have or can generate this operating information for the listing agent.

An owner, having employed a listing agent to market his income property and locate a buyer willing to pay the listed price, owes a duty to the listing agent to make a good-faith effort to cooperate and assist the agent to meet the objectives of the employment. Otherwise, the seller **wrongfully interferes** with the agent's ability to successfully market the property (and earn a fee). Without accurate operating data, income property cannot be honestly marketed to prospective buyers.

In turn, the listing agent's duty as the seller's agent is to deliver to his seller the best business advantage **legally achievable**. This duty is tempered by the listing agent's **general duty** owed to prospective buyers to provide them with accurate factual information about the integrity of the property which may adversely affect the value of the property, and to do so before the buyer enters into a purchase agreement.

To meet this affirmative disclosure duty owed to prospective buyers, the listing agent must provide prospective buyers or their agents with information **known or readily available** to the seller or listing agent. These disclosures include information about the operations of the property which **might affect** the decisions of a reasonably prudent buyer regarding acquisition of the property. As a result, the listing agent must present known facts to a prospective buyer in a manner which will not mislead or deceive the buyer by omitting factors adversely affecting the property's value.

If the seller or his property manager are the source of the information on the property's operations, and the listing agent has no reason to believe the data is false, the listing agent has no duty to prospective buyers to investigate the truthfulness (accuracy) of the information. However, the **source of the data** must be disclosed.

The APOD

An APOD, prepared by a listing agent and handed to a prospective buyer, provides operating information on the property, including:

- the **estimated NOI**, for setting the price to be paid and the loan amounts which can be serviced by the income generated by the property;

- the **spendable income**, for providing a cash-flow cushion reflected by the amount of the NOI remaining after servicing the mortgage financing (including information on trust deed balances, monthly payments, interest rates and any due dates); and
- the **income tax consequences** the prospective buyer will likely experience during the first year of ownership due to allowable deductions of interest on trust deed loans and standard depreciation schedules.

In the comment's section of the APOD form, the listing agent enters local trends and factors **known to the listing agent** which may not be observable by a prospective buyer or the buyer's agent when viewing the property, or discoverable by them when reviewing the marketing package. Local trends and factors include currently evolving economic or regulatory conditions which might affect the property's future income or expenses, and thus, impact the prospective buyer's decision to buy or use the property.

Economic impacts include:

- population demographics in the location of the property as decreasing, static or increasing in density;
- the local population's future effect on the appreciation or depreciation of the property's value;
- whether the quality and location of the property will, in the future, support the APOD's income and expense analysis; and
- the rents and expenses experienced by comparable property in the area.

Income property expense ratios

Expenses, as a percentage of scheduled income, are calculated on the APOD in the center column. Percentages are obtained by dividing each expense item by the (100%) scheduled income. [See **first tuesday** Form 352]

The percentage calculated for each operating expense alerts the prospective buyer and his agent to data which varies from a range typically experienced by the type of income property involved.

For example, if the percentage allocated to utility expenses is abnormally high compared to other properties, this cost should be evaluated to determine:

- what can be done to bring the utility expenses within the normal percentage range; and
- what effect the expense has on the value of the property, other than reducing the NOI.

Information which needs to be separately disclosed to a prospective buyer so he can determine the property's worth includes recent "spikes" in expense items, such as:

- utilities;
- evictions necessitated by delinquencies;
- security re-evaluations needed due to incidents of crime on the premises;
- loss of a local industry which employs a significant percentage of area tenants;
- assumable or locked-in financing;
- rent control adjustments; and
- loan commitments.

Loan payments

Loan payments entered on the APOD should reflect only the principal and interest payment, separate from any impounded (escrowed) funds deposited with the lender as part of the monthly payment. Impounds, however, should be disclosed elsewhere in the APOD.

Impounds are merely a **reserve** for some of the owner's fixed operating expenses (already figured into the NOI), such as property taxes, improvement district assessments, and the hazard insurance premium. The lender will pay these expenses on behalf of the owner using the impounded funds.

Deposits into an impound account are not a loan charge or an operating expense. However, the lender's later disbursements from the impound account represents payment of the owner's operating expenses.

The amount of any monthly impound deposit will change on transfer of the property's ownership, typically due to an increase in property taxes triggered by reassessment due to the change of ownership. The buyer's agent calculates the increase in the impounds and enters the estimated future impound payment on the APOD, not the seller's present impound payment.

Data approved for release

As a service to his seller, a listing agent can prepare the APOD if all the verifiable rents and expenses are made known to the agent by the seller. Unless a seller is willing to "lay open" the books on the property to the listing agent so its operations are sufficiently transparent to **provide verifiable data** for a prospective buyer, this listing goes nowhere.

Before the listing agent can effectively market the property, the APOD has to be prepared for delivery to prospective buyers. Again, the APOD can be prepared to reflect either:

- the property's **current operations**, which implicitly infers that the figures given will more than likely occur during the following year; or
- the property's **potential future operations**, influenced by income and expenses now experienced by comparable properties and trends in rents and operating expenses in the surrounding area.

When the APOD is completed to the satisfaction of the listing agent and the seller, the seller should **sign a copy** for the listing agent's file. Thus, the seller acknowledges his approval of the contents of the APOD and consents to the release of the figures.

With a seller-approved APOD in the listing file, the APOD becomes the centerpiece of the listing agent's marketing (listing) package to be presented to prospective buyers or buyer's agents.

Duties owed the buyer

A listing agent owes a **general duty** to a prospective buyer and buyer's agent to gather together readily available information on the property and make it available to them without investigation into its accuracy, called **putting the buyer on notice**.

In turn, the **special agency duty** owed the buyer by a buyer's agent is to review the skeletal property information received from the seller and listing agent and advise the buyer as to the inquiry or investigation needed to understand and appreciate the ramifications of the disclosures.

In essence, the seller's listing agent literally hands off to the buyer's agent the decision as to which points raised by the APOD figures need to be checked out to get the remainder of the story and an accurate picture of the property's earning power.

Figure 1

ANNUAL PROPERTY OPERATING DATA SHEET APOD	
Prepared by: Agent _____ Broker _____	Phone _____ Email _____
DATE: _____, 20_____, at _____, California.	
1. PROPERTY TYPE: 1.1 Location _____ 1.2 APOD figures are estimates reflecting: a. <input type="checkbox"/> Current operating conditions. b. <input type="checkbox"/> Forecast of anticipated operations. c. Prepared by _____	
2. INCOME: 2.1 Scheduled Rental Income..... \$ _____ a. Less: Vacancies, discounts and uncollectibles... - \$ _____ 2.2 Effective Rental Income [Lines 2.1 less 2.1 a and b] \$ 0.00 a. Other income..... + \$ _____ 2.3 Gross Operating Income..... \$ 0.00	
3. EXPENSES: 3.1 Electricity \$ _____ % 3.2 Gas \$ _____ % 3.3 Water \$ _____ % 3.4 Rubbish \$ _____ % 3.5 Insurance \$ _____ % 3.6 Taxes \$ _____ % 3.7 Management Fee \$ _____ % 3.8 Resident Manager \$ _____ % 3.9 Office Expenses/Supplies \$ _____ % 3.10 Advertising \$ _____ % 3.11 Lawn/Gardening \$ _____ % 3.12 Pool/Spa \$ _____ % 3.13 Janitorial \$ _____ % 3.14 Maintenance \$ _____ % 3.15 Repairs and Replacements \$ _____ % 3.16 CATV/Phone \$ _____ % 3.17 Accounting/Legal Fees \$ _____ % 3.18 Credit card charges \$ _____ % 3.19 \$ _____ % 3.20 \$ _____ % 3.21 Total Operating Expense [Lines 3.1 to 3.20] \$ 0.00	
4. NET OPERATING INCOME: [Line 2.3 less 3.21]: \$ 0.00	
PAGE ONE OF TWO — FORM 352 —	
PAGE TWO OF TWO — FORM 352 —	
5. SPENDABLE INCOME (annual projection): 5.1 Net Operating Income (enter from section 4) \$ 0.00	
5.2 Loan Principal Balance Amount Monthly Payment Rate Due Date a. 1st \$ _____ \$ _____ % _____ b. 2nd \$ _____ \$ _____ % _____ c. 3rd \$ _____ \$ _____ % _____ 5.3 Total Annual Debt Service [Lines 5.2 a, b and c] \$ 0.00 5.4 Spendable Income [Lines 5.1 less 5.3] \$ 0.00	
6. PROPERTY INFORMATION: 6.1 Price \$ _____; Loan amounts \$ _____; Owner's equity \$ _____ 6.2 Current vacancy rate or vacant space ____ %. 6.3 Assessor's allocations for depreciation schedule: Improvements ____%; Land ____%; Personal property ____%. 6.4 Property disclosures: a. <input type="checkbox"/> Rental Income Rent Roll available; [See ft Form 352-1] <input type="checkbox"/> need confidentiality agreement. b. <input type="checkbox"/> Rent control restrictions. c. <input type="checkbox"/> Condition of improvements available: <input type="checkbox"/> by owner [See ft Form 304-1], <input type="checkbox"/> by inspector. d. <input type="checkbox"/> Environmental report available. e. <input type="checkbox"/> Natural Hazard Disclosure Statement available. [See ft Form 314] f. <input type="checkbox"/> Soil report available. g. <input type="checkbox"/> Termite report available. h. <input type="checkbox"/> Building specification available. i. <input type="checkbox"/> _____ j. <input type="checkbox"/> _____	
7. REPORTABLE INCOME/LOSS (annual projection): 7.1 Net Operating Income (NOI) (enter from section 4) \$ 0.00 7.2 Deductions from NOI a. Annual interest expense \$ _____ b. Annual depreciation deduction \$ _____ c. Total deductions from NOI \$ 0.00 7.3 Reportable Income/Loss (annual projection) \$ 0.00	
Broker: _____ I have reviewed and approve this information. Address: _____ Date: _____, 20_____ _____ Phone: _____ Owner's name: _____ Cell: _____ Signature: _____ Fax: _____ Email: _____ Signature: _____ _____	
FORM 352 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494	

For example, the APOD and rent roll sheets may not give **critical details** about leases, such as whether or not any leases might include:

- *free-rent incentives* for a period of time preceding the commencement period stated in the written lease;
- a *downward gradation* in the amount of rent after a six or eight month occupancy on month-to-month tenancies as an incentive for a tenant to remain in possession; or
- an *option to extend* the lease at a fixed rate which might be inconsistent with the prospective buyer's expectations of rental income.

Thus, the terms of occupancy, provisions in the leases, discounts, incentives, options or first-refusal rights to additional space, etc., must be part of the buyer's inquiry, triggered by the disclosure of the fact tenants hold leases and rental agreements.

Quite possibly, the buyer's agent, on completion of the inquiry into the facts behind the numbers on the listing agent's APOD, will himself fill out an APOD form to reflect his own belief about the future operating potential of the property. For the buyer's agent, the APOD prepared as his forecast must be presented as his opinion of what likely will be the performance of the property in the hands of the prospective buyer.

No assurances by the agent equals no guarantees. However, the APOD figures given as an opinion must represent a belief, **honestly held** by the buyer's agent, that the figures have a fair chance of actually occurring in the future.

Due diligence by the buyer's agent

Once the listing agent informs the prospective buyer and the buyer's agent about the property's operating facts by delivery of an APOD, issues concerning the rent and expenses need to be investigated and analyzed by the buyer's agent. Thus, the buyer is assisted in a determination of the probability that the APOD figures will actually be experienced in the future. This **investigation or recommendation** for further inquiry includes:

- a review of any *tenant files*, including lease or rental agreements, application for rent, deposits received, credit report printouts, criminal or other background checks, photocopies of driver's licenses, credit card information for payment of monthly rent and payment history [See **first tuesday** Form 352-1];
- discovering if any units or spaces in the project have a *chronic vacancy* or turnover history requiring a downward adjustment in the price paid for the property;
- a *confirmation of expenses*, by getting quotes if necessary, on what amounts the buyer will be charged, not what the seller has been able to arrange and be charged, for hazard insurance premiums, taxes based on the price to be paid, improvement district assessments, professional management fees, and the management's opinion of APOD projections;
- determining the date of the *last rental increase*, the amount of the increase and the seller's rent increase policy employed during the past few years;
- establishing who has been providing *maintenance*, and what charges can the new owner anticipate (as well as questions on intentionally deferred maintenance);
- a confirmation of the *utilities paid* by the owner and any price fluctuations, past or anticipated;

- a review of any *criminal activity* on the premises as confirmed by the local police department and by inquiry of a few tenants;
- ascertaining the number of *unlawful detainers* (UDs) filed during the past 12 months and why those tenants had to be evicted;
- a review of any *rent control activity*, if the units are locally controlled, and a check with the local agency to determine the property's compliance and the buyer's ability to maintain or attain market rates; and
- a confirmation of any *miscellaneous income* to be received from on-site vending machines, such as laundry room equipment and supplies, food and beverage dispensers and furnishings rented to occupants.

When the buyer's agent is not willing to conduct this due diligence investigation, the agent needs to inform the buyer about the agent's knowledge concerning the data. Further, the buyer's agent needs to advise the buyer on the investigations the agent believes should be undertaken for the buyer to protect the buyer's interest.

Buyer's homeownership expenses

Consider a prospective buyer of a single-family residence (SFR) who intends to occupy the property as his principal residence. The buyer is not concerned about the rent the property will command in the rental market.

However, the buyer is interested in getting information from the seller about the **cost of owning** and operating the SFR he will occupy.

The best way for the buyer to get this data is for the buyer's agent to include a provision in the buyer's purchase agreement calling for the seller to prepare and hand the buyer an occupant's property operating cost sheet. Thus, the seller **discloses the monthly expenses** which have been incurred by the seller as the owner of the property. [See **first tuesday** Forms 306 and 150 §11.8]

Chapter 36

Required disclosures on seller carrybacks

This chapter introduces the financing disclosures agents must make to buyers and sellers in carryback transactions.

Mandated notices

A seller is willing to help **finance the sale** of his one-to-four unit residential real estate by carrying back a note and trust deed, sometimes called an *installment sale* or *credit sale*.

The seller's listing agent locates a qualified prospective buyer. The agent prepares an offer on a purchase agreement form and presents it to the buyer for his approval and signature since the buyer is not represented by an agent.

The terms offered for payment of the purchase price include a note and trust deed, to be signed by the buyer in favor of the seller, for the amount of the price remaining to be paid after the down payment and an assumption of the existing loan on the property.

A **Seller Carryback Disclosure Statement** is attached to the purchase agreement as an addendum. The addendum, prepared by the agent, contains numerous statements on the financial, legal and risk-of-loss aspects of the carryback note and trust deed. [See Figure 1]

The information entered in the carryback disclosure statement is based on the terms of the purchase offer, the title conditions, the activities to be undertaken in escrow and information obtained from the buyer.

The agent's completion and presentation of the carryback disclosure form does not address disclosures regarding other important aspects of the carryback paper, which if disclosed, might affect the transactional decisions of the buyer or the seller.

The form contains only the **minimum disclosures** legislatively mandated for inclusion in the carryback disclosure statement.

Both the listing agent and the buyer's agent must be assured their respective clients, in addition to receiving the disclosure statement, understand and appreciate the *risks and consequences* which rise out of the **financial, legal and tax aspects** of the carryback transaction.

Controlled carryback transactions

All brokered transactions for the purchase of **one-to-four unit residential property** involving seller carryback financing are controlled by statute. For one-to-four unit residential properties, a written carryback disclosure statement is required to be presented to both the buyer and seller for their review and signatures. [Calif. Civil Code §§2956 et seq.]

Even the use of a *masked security device*, such as a land sales contract, lease-option and unexecuted purchase agreement with interim occupancy, requires the written carryback disclosures. The written carryback disclosures inform the buyer and the seller about the seriousness of the risks presented by failing to use grant deeds, notes and trust deeds to evidence an installment sale when the buyer takes possession. [See Figure 1; see **first tuesday** Forms 300-1 and 300-2]

Figure 1

FINANCIAL DISCLOSURE STATEMENT																			
For Entering into a Seller Carryback Note																			
Prepared by: Agent _____ Broker _____																			
Phone _____ Email _____																			
<p>NOTE: This statement is required to be prepared when the seller carries back a note executed by the buyer as part of the sales price for property containing four-or-less residential units. [Calif. Civil Code §2956]</p> <p>This statement is to be prepared by the broker who obtains the signature of the person who first offers or counteroffers to buy, sell, exchange or option on terms which include a carryback note.</p> <p>Both the buyer and the seller shall be handed a copy of this statement and sign it to acknowledge they have read and received a copy.</p>																			
DATE: _____, 20_____, at _____, California.																			
Items left blank or unchecked are not applicable.																			
<p>1. This is an addendum to the following agreement:</p> <p><input type="checkbox"/> Purchase Agreement <input type="checkbox"/> Option to Purchase (with or without lease) <input type="checkbox"/> Counteroffer <input type="checkbox"/> Exchange Agreement</p> <p>1.1 dated _____, 20_____, at _____, California, 1.2 entered into by _____, as the Buyer, 1.3 and _____, as the Seller.</p> <p>2. This addendum was prepared by _____.</p>																			
DISCLOSURES:																			
<p>3. GENERAL INFORMATION CONCERNING THE TERMS OF PAYMENT:</p> <p>3.1 The Note to be executed by Buyer is in the original amount of \$_____, payable in constant monthly _____ installments of \$_____ to include _____ % per annum interest, with a final balloon payment due on _____, 20_____, in the approximate amount of \$_____.</p> <p>3.2 The note will be secured by a trust deed on the property referred to as _____.</p> <p>3.3 Should the Note contain a FINAL/BALLOON PAYMENT, the debt is not fully amortized. When the remaining balance of the Note is due and payable, there can now be no assurance that refinancing, modification or extension of the balloon payment will then be available to Buyer.</p> <p>3.4 Unless otherwise agreed, if the Note contains an attached ARM addendum, the Note contains a fixed rate of interest with a variable or adjustable interest rates which would increase payments or result in a negative amortization of the debt. [See ft Form 155-1]</p> <p>3.5 Unless otherwise agreed, the original amount of the Note will be adjusted by endorsement at the close of escrow to reflect differences in the then remaining balance of any underlying trust deed obligation(s) being assumed or obtained.</p> <p>3.6 <input type="checkbox"/> The Note and trust deed to be carried back by Seller is of the all-inclusive variety, and will contain provisions passing through to Buyer any prepayment penalties, late charges, due-on sale or further encumbrance acceleration and future advances due on the underlying wrapped loans.</p>																			
<p>4. SPECIAL PROVISIONS AND DISCLOSURES CONCERNING THE CARRYBACK NOTE AND TRUST DEED:</p> <p>4.1 <input type="checkbox"/> The all-inclusive Note and trust deed to be carried back by Seller contains provisions calling for Seller to place the Note on contract collection with any institutional lender or real estate broker, other than Seller, after the closing and Seller will be instructed to first disburse funds on payments due senior encumbrances. NOTE: Inclusion of this provision may cause adverse income tax consequences for Seller.</p> <p>4.2 A joint protection policy of title insurance will be delivered to Buyer and Seller insuring their interests in title on the close of escrow.</p> <p>4.3 The trust deeds and grant deeds to be executed will be recorded with the county recorder at the close of escrow.</p> <p>4.4 Seller will be named, through escrow, as a loss payee under the hazard and fire insurance obtained by Buyer.</p> <p>4.5 A tax reporting service <input type="checkbox"/> will, or <input type="checkbox"/> will not, be obtained by Buyer for Seller. If not obtained, Seller will assure himself that real estate taxes have been paid while he holds the Note.</p> <p>4.6 <input type="checkbox"/> Requests for Notice of Default and Notice of Delinquency under California Civil Code Sections 2924b and 2924e will be recorded and served on behalf of Seller on encumbrancers senior to the carryback.</p>																			
----- PAGE ONE OF TWO ----- FORM 300 -----																			
----- PAGE TWO OF TWO ----- FORM 300 -----																			
<p>4.7 Seller is aware that in the event of a default under the carryback Note and trust deed, his sole source of recovery will be the net proceeds from a foreclosure sale or his subsequent resale of the real estate; and he is not entitled to any value for Buyer's occupancy or a deficiency money judgment under the Note. [Calif. Code of Civil Procedure §580b]</p> <p>4.8 Buyer <input type="checkbox"/> shall, or <input type="checkbox"/> shall not, receive net proceeds or cash back upon the close of escrow. Amount to be received is \$_____; source of funds _____; reason for receipt _____.</p> <p>4.9 The Note shall include the following provision: "This note is subject to Section 2966 of the Civil Code, which provides that the holder of this note shall give written notice to the trustee, or his successor in interest, of prescribed information at least 90 and not more than 150 days before any balloon payment is due."</p>																			
<p>5. ENCUMBRANCES SENIOR AND PRIOR TO SELLER'S CARRYBACK TRUST DEED AND NOTE:</p> <p>5.1 Conditions of encumbrances, with priority over Seller's carryback Note and trust deed, which will remain or be placed of record at time of closing are as follows:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">First Trust Deed</th> <th style="text-align: center;">Second Trust Deed</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Original balance \$_____</td> <td style="text-align: center;">\$_____</td> </tr> <tr> <td style="text-align: center;">Current balance \$_____</td> <td style="text-align: center;">\$_____</td> </tr> <tr> <td style="text-align: center;">Interest rate _____ % <input type="checkbox"/> ARM</td> <td style="text-align: center;">_____ % <input type="checkbox"/> ARM</td> </tr> <tr> <td style="text-align: center;">Type: _____</td> <td style="text-align: center;">Type: _____</td> </tr> <tr> <td style="text-align: center;">Monthly payments \$_____</td> <td style="text-align: center;">\$_____</td> </tr> <tr> <td style="text-align: center;">Due date _____, 20_____,</td> <td style="text-align: center;">_____ 20_____,</td> </tr> <tr> <td style="text-align: center;">Balloon payment \$_____</td> <td style="text-align: center;">\$_____</td> </tr> <tr> <td style="text-align: center;">Current defaults \$_____</td> <td style="text-align: center;">\$_____</td> </tr> </tbody> </table> <p>5.2 If any of the senior encumbrances contain a due date, it may be difficult or impossible to refinance, modify or extend the balloon payment in the conventional mortgage marketplace.</p>		First Trust Deed	Second Trust Deed	Original balance \$_____	\$_____	Current balance \$_____	\$_____	Interest rate _____ % <input type="checkbox"/> ARM	_____ % <input type="checkbox"/> ARM	Type: _____	Type: _____	Monthly payments \$_____	\$_____	Due date _____, 20_____,	_____ 20_____,	Balloon payment \$_____	\$_____	Current defaults \$_____	\$_____
First Trust Deed	Second Trust Deed																		
Original balance \$_____	\$_____																		
Current balance \$_____	\$_____																		
Interest rate _____ % <input type="checkbox"/> ARM	_____ % <input type="checkbox"/> ARM																		
Type: _____	Type: _____																		
Monthly payments \$_____	\$_____																		
Due date _____, 20_____,	_____ 20_____,																		
Balloon payment \$_____	\$_____																		
Current defaults \$_____	\$_____																		
<p>6. BUYER CREDIT INFORMATION (SUPPLIED BY BUYER):</p> <p>6.1 Buyer to hand Seller a completed credit application on acceptance. [See ft Form 302]</p> <p>6.2 Seller may terminate the agreement within _____ days of receipt of the credit application by delivering to Buyer, Buyer's Broker or Escrow written Notice of Cancellation based on Seller's disapproval of Buyer's credit. [See ft Form 183]</p>																			
<p>7. BROKER DISCLOSURES:</p> <p>7.1 Credit data is supplied by Buyer. Broker knows of no falsity or omission concerning Buyer's credit information.</p> <p>7.2 This statement and its contents are statutorily required disclosures and do not limit Broker's duties to disclose other material facts about either the Buyer or Seller about the carryback financing arrangements and which are known to Broker or his agent.</p> <p>7.3 Buyer and Seller are not to sign this statement until they have read and understood all of the information in it. All parts of the form must be completed before signing below.</p> <p>7.4 <input type="checkbox"/> See attached addendum for additional disclosures which are part of this disclosure. [See ft Form 250]</p>																			
<p>8. OTHER: _____</p>																			
<p>Date: _____, 20_____, Buyer's Broker: _____ DRE license ID: _____</p> <p>Date: _____, 20_____, Seller's Broker: _____ DRE license ID: _____</p> <p>By: _____ I have read and received a copy of this statement. Date: _____, 20_____,</p> <p>By: _____ I have read and received a copy of this statement. Date: _____, 20_____,</p> <p>Buyer: _____ Seller: _____</p>																			
FORM 300 03-11 © 2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494																			

On a sale, any credit extended by the seller to accommodate the buyer's deferred payment of the purchase price for a one-to-four unit residential property requires a written carryback disclosure statement when the credit extended to the buyer includes:

- interest or other finance charges;
- five or more installments running beyond one year;
- an installment land sales contract;
- a purchase lease-option or lease-option sale;
- credit (note) to adjust equities in an exchange of properties; or
- an all-inclusive note and trust deed (AITD). [CC §2957]

Further, carryback transactions creating straight notes which do not bear interest or include finance charges are **not controlled**. However, the carryback disclosures should be included as a matter of good brokerage practice since the risks and issues for the buyer and seller remain much the same.

Now consider a real estate agent who is acting as a property manager or leasing agent negotiating a lease for the landlord of a single-family residence (SFR).

A prospective tenant makes an offer to lease which contains an **option to buy** the property. The terms for payment of the price under the proposed option include:

- a carryback note, to be executed on exercise of the purchase option (on expiration of the lease) for the balance of the seller's equity in the property after a down payment; and
- part or all of the lease payments applying as a **credit toward the price** or down payment.

Here, the tenant's offer to lease under a purchase option **builds up an equity** in the property due to the rent credit to the price. Thus, the agent is required to make the mandated carryback financing disclosures on a written form as an addendum to the lease-option. [See **first tuesday** Form 300-2]

Who prepares the disclosure

The carryback disclosure statement must be **prepared and submitted** to all parties in a carryback transaction on one-to-four unit residential property by:

- the real estate broker, or his agent, **negotiating** the carryback sales transaction and preparing the buyer's purchase offer on behalf of a buyer or seller for a fee; or
- the buyer or seller if either one is a real estate licensee or attorney, when neither the buyer nor the seller is represented by a broker. [CC §2957(a)(2)]

When both the buyer and seller are represented by different brokers, the carryback disclosure statement is prepared by the broker or his agent who prepared the buyer's offer.

Offer includes disclosures

As a minimum requirement, the carryback disclosure statement is to be signed by the buyer and seller **prior to closing** the carryback sales escrow. [CC §2959]

However, after a purchase agreement has been entered into, and until the carryback disclosure statement is approved by the buyer and seller in a one-to-four unit transaction, a **statutory contingency** exists in favor of the buyer allowing the buyer to cancel the transaction. The contingency does not arise if the carryback disclosure statement is attached as an addendum to the offer or counteroffer.

If the buyer has a reasonable basis for disapproval of the carryback disclosures he receives after entering into a purchase agreement, the buyer may cancel the transaction and terminate his obligation to purchase the property.

However, the buyer may not arbitrarily cancel the sale when he is presented with the carryback disclosure statement for his acknowledgment and approval during escrow. To cancel, the buyer must act in good faith, by showing the carryback disclosures are inconsistent with his **reasonable expectations** when he entered into the purchase agreement.

After closing, the only legal remedy available to the buyer or seller for inadequate or nonexistent financial disclosures is to pursue the broker for any money losses actually incurred as a result of the nondisclosure. The judicial remedy for failure of the broker or his agent to make mandated carryback disclosures would be no less than a return to the injured party of brokerage fees received on the transaction, based on a failure of agency duties.

Thus, the best policy for the **buyer's agent** is to eliminate the need for further approval of the statutory carryback disclosures by preparing and attaching the carryback disclosure statement as an addendum to the purchase agreement. If it is not attached, it would be prudent for the **listing agent** to include it as an addendum to a counteroffer.

When neither agent prepares and includes the disclosures as an addendum in the offers, the buyer's agent becomes responsible for preparing the disclosures and obtaining both the buyer's and seller's approval before closing.

Contingency to confirm expectations

Consider a buyer and seller of a single-family residence who enter into a purchase agreement. The terms call for carryback financing in the principal amount of \$50,000 with an interest rate of 9%, monthly payments on a 30-year amortization and a five-year due date.

The purchase agreement does not state the amount of the balloon payment due on the carryback note at the end of five years. The risks imposed and the consequences of a five-year due date are not discussed.

A carryback financial disclosure statement is not presented to the buyer or seller for their signatures as part of the purchase agreement or counteroffer. Thus, closing is automatically contingent on the buyer's and seller's **further approval** of the financial and legal aspects of the carryback note and trust deed as presented in the carryback disclosure statement.

Prior to closing, the buyer is handed the carryback disclosure statement. He discovers his final balloon payment at the end of five years will be approximately \$48,300. The buyer is now concerned about the financial risks of loss of ownership five years after closing. He has no assurance he will be able to refinance, modify or extend the note, much less have the ability to accumulate funds for payoff of the final/balloon payment.

The buyer cancels the purchase agreement and escrow, claiming he did not previously realize the extent of the financial risk created by the due date in the carryback financing. He is now aware he could be forced, by the due date, to either sell the property or lose it to foreclosure should he be unable to arrange refinancing or an extension of the carryback note.

Can the buyer cancel the transaction prior to closing?

Yes! The buyer did not sign the carryback disclosure statement prior to agreeing to buy — a failure which triggers the **statutory further-approval contingency**. The risk of loss imposed by the amount of the due date payoff is far greater than the buyer realized when entering into the purchase agreement. Thus, the buyer has justification for exercising his right to cancel.

Buyer's ability to pay

A buyer's ability to meet the terms and conditions of the carryback note is of great importance to a seller who is carrying back a note on a sale. Thus, the listing agent must alert his seller to facts about the buyer's financial condition which are known to the broker and not previously disclosed to his seller.

For example, a listing agent locates a buyer willing to purchase his seller's property.

The agent advises the seller that the buyer is financially qualified to handle the large cash down payment, but will require carryback financing for the remainder of the purchase price.

Believing his agent's representations regarding the buyer's financial qualifications, the seller agrees to carry paper to finance the sale.

Before escrow closes, the buyer tells the agent he does not have the cash down payment and will need to obtain a loan. The listing agent does not disclose the buyer's lack of capital to the seller. Further, the listing agent makes the buyer a money loan to help fund the down payment.

Escrow closes and the buyer takes title to the property. Soon the buyer defaults on the carryback note and trust deed held by the seller. The seller suffers a total loss on his carryback note due to a foreclosure sale on the first trust deed.

The seller then discovers his listing agent made a separate loan to the buyer for the down payment. The seller also discovers the agent knew the buyer was financially unstable prior to closing.

Here, the listing agent has an agency duty to advise the seller about the buyer's reduced financial capability to repay the carryback note, a significant fact which **came to the agent's attention** prior to closing. Thus, the listing agent and the agent's broker are liable to the seller for the seller's money losses on the carryback note since the listing agent failed to disclose his knowledge of the buyer's revised or altered financial status. [Ziswasser v. Cole & Cowan, Inc. (1985) 164 CA3d 417]

A seller willing to carry back paper needs to know if the prospective buyer will be able to make the payments and pay the operating costs incurred as owner of the property. As carryback financing becomes more prevalent during periods experiencing a declining real estate market or tight mortgage money conditions, more unqualified buyers are produced with whom agents must contend.

As part of the carryback disclosures, the listing agent has an **affirmative duty** to obtain a written financial statement from the buyer and hand it to the seller of one-to-four unit residential property. [See **first tuesday** Forms 207, 208 and 300]

The primary purpose of the carryback disclosure statement is to inform the seller the risks he was exposed to as an owner are far different from those being a lender. Owners and lenders are bound by different rules based on the respective ownership and security interests they hold in the real estate. [See **first tuesday** Form 202]

For example, while the buyer is concerned with paying no more than the *fair market value* (FMV) for a property, the carryback seller is concerned with his *loan-to-value (LTV) ratio*, whatever may be the price, since he will become a “financier” on the close of escrow.

Typically, a seller wants to receive the highest sales price negotiable for his real estate. However, the seller as a “carryback lender” wants assurance the buyer’s down payment is a large enough percentage of the purchase price to establish adequate equity value in the real estate to allow for a full recovery of the carryback note in the event of a default which requires the seller to foreclose.

[Not Required Reading]

Become a broker now and earn more money!

first tuesday Educators — DRE Sponsor No. 0473
1-800-794-0494

You can become a broker if you are a legal U.S. resident aged 18 years or older and meet the minimum education and experience requirements. (Attorneys licensed in California automatically qualify to take the broker exam without concern for the education and experience requisites placed on non-attorneys.)

The **educational prerequisites** for a sales agent to become a broker include the completion of eight courses, including the six specific titles of Practice, Finance, Legal Aspects, Appraisal, Economics and Principles, plus two selections from nine other course titles such as Property Management and Escrows. Many college courses such as Business Law, Accounting, or Office Administration also qualify as alternatives to some of these educational requirements.

The **work experience** needed by a sales agent to qualify to take the state broker exam consists of two years of full-time employment within the last five years as an agent of a broker or equivalent part-time employment. Experience in other occupations dealing with title or real estate (escrow, title, owner-builder, lending, etc.) qualifies as a substitute for experience as a sales agent. Holding a four-year degree from a regionally accredited college will also exempt you from the experience requirement.

If you meet the education and experience requirements, you can then submit a **Broker Examination Application** (RE400B) to the DRE and take the Broker Exam.

You are allotted five hours to take the **broker exam** — two and one-half hours in the morning and two and one-half hours in the afternoon. Exams are usually scheduled on Wednesdays in San Diego, Los Angeles, Fresno, Oakland or Sacramento.

To pass the exam, you must answer 75% of the 200 multiple choice questions correctly.

If you do not pass the exam, you may continue to re-take the exam for a fee of \$95 until you pass or two years run since filing your application.

On passing the exam, the DRE will send you a **Broker License Application** (RE200). You will fill it out and send it in with the broker licensing fee of \$300.

For current DRE fees, visit www.dre.ca.gov.

Read about your future — now!

New analysis every day, on issues affecting your evolving real estate market.

firstrtuesdayjournal.com.

YES! Send me the five courses checked below and 350+ FREE ft real estate forms!

Do not select courses you have already taken.

Check
any FIVE for
\$249.00

\$199.00 for four courses
\$149.00 for three courses
(Includes taxes and shipping)

- Finance
- Legal Aspects
- Practice
- Property Management
- Economics
- Escrows **NEW!**
- Appraisal
- Principles

Want to pay one course at a time?

Call us about our Five-Pay Plan!

NOTICE: By ordering, I acknowledge I've reviewed the General Information page available at www.firstrtuesday.us. All courses have a minimum 18-day enrollment requirement.

Enroll Now!

Call 800-794-0494 Fax 877-319-8510

www.firstrtuesday.us

P.O. Box 20069 Riverside, CA 92516

Visa Mastercard Check enclosed

Add the State Exam Prep Book for **\$30.00**

Card # _____ / _____ / _____ / _____ Exp. _____

Name: _____

Address: _____

City: _____ CA, Zip: _____

Phone: _____

Email: _____

Real Estate ID #: _____

399 09/11

You and first tuesday



on common ground

firstrtuesdayRE

Chapter 37

Seller's net sales proceeds estimate

This chapter explains the listing agent's use of a checklist to prepare an estimate and disclose the expenses a seller will likely incur to fix up their property for marketing, provide reports to prospective buyers and close a sale.

Financial consequences of a sale

Probably the most pressing concern sellers of real estate have about selling is the amount of money they will receive for their property on a sale. Seller's know the net amount they receive on closing is **not the full amount** of the purchase price. However, the amount they will receive is a **calculable part** of the price.

A seller may not straight out ask the listing agent what amount escrow will hand him in exchange for conveying his property to a buyer. However, the serious nature of the unspoken concern the seller has about the amount of money he will carry away from the closing is implicit. Sellers always want to know the amount of money they will **actually receive** as *net sales proceeds* for transferring ownership.

The sole reason for employing an agent is to convert the **seller's equity** into cash by selling the property at the highest possible price.

Significantly, a seller on listing his property for sale has a **motive** which drives his decision to acquire cash, if only for the opportunities cash makes available to him. The motives range from the disposal of real estate no longer of use or in foreclosure, to the need for cash to accomplish a personal, business or investment objective. The seller may want to acquire a replacement home or a premises for his trade or business, invest in equities, bonds, or commodities markets, or simply put the cash into savings.

However, the ordinary seller has little idea how to figure the dollar amount of net proceeds a sale of his property will bring. A seller's initial belief is that the net sales proceeds will be roughly equal to his equity in the property, less a brokerage fee. The notion of retrofitting property and complying with governmental safety regulations, as well as lender payoff penalties or buyer's demands for repairs, is not known to most sellers — until disclosed.

Further, the asking price is unadjusted for the need to fix up the property and to clear the property of structural pests and accumulated defects so the property can be properly marketed.

On the other hand, agents have a working understanding of all the expenses a seller is most likely to be confronted with to market, sell and close escrow on a property.

A reasonable estimate of the likely net sales proceeds on any sale should be first prepared on a *seller's net sheet* at the listing stage and again when reviewing offers or updating the net sheet figures when changes become known. [See Figure 1]

For a listing agent, a down side always exists when making disclosures regarding net sales figures. The information might cause a prospective client to decide not to sell, or cause a seller of listed property to reject an offer and counter at a price needed by the seller but unacceptable to a buyer. It is for these pricing decisions that the net sheet information is a **material fact** requiring an *affirmative disclosure* by the listing agent of the figures which comprise the seller's net sheet and the seller's bottom line.

Figure 1

GOOD FAITH ESTIMATE OF SELLER'S NET SALES PROCEEDS	
On Sale of Property	
Prepared by: Agent Broker	Phone Email
<small>NOTE: This net sheet is prepared to assist the Seller by providing an estimate of the amount of net sales proceeds the Seller is likely to receive on closing based on the terms of the sales agreement, the estimated amount for expenses likely to be incurred to market the property and close a sale, and any adjustments and pro rates necessitated by the sale.</small>	
<small>The figures estimated in the net sheet may vary at the time each is incurred due to periodic changes in charges for professional services, administration fees and work enforcement made necessary by later inspections, and thus constitute an opinion, not a guarantee, by the preparer.</small>	
<small>If the property disposed of isIRC §1031 property and the seller plans to acquire replacement property, use a §1031 Profit and Basis Recap Sheet to compute the tax consequences of the Seller's §1031 Reinvestment Plan. [See Form 354]</small>	
DATE: _____, 20_____, at _____, California.	
1. This is an estimate of the fix-up, marketing and transaction expenses Seller is likely to incur on a sale, and the likely amount of net sales proceeds Seller may anticipate receiving on the close of a sale under the following agreement:	
<input type="checkbox"/> Seller's listing agreement <input type="checkbox"/> Purchase agreement <input type="checkbox"/> Counteroffer <input type="checkbox"/> Escrow Instructions <input type="checkbox"/> Exchange agreement <input type="checkbox"/> Option to buy	
1.1 dated _____, 20_____, at _____, California,	
1.2 entered into by _____, as the Seller, and _____, as the Buyer,	
1.3 _____	
1.4 regarding real estate referred to as _____.	
1.5 The day of the month anticipated for closing is _____.	
2. SALES PRICE:	
2.1 Price Received. (+)\$_____	
3. ENCUMBRANCES:	
3.1 First Trust Deed Note \$_____	
3.2 Second Trust Deed Note \$_____	
3.3 Other Liens/Bonds/UCC-1 \$_____	
3.4 TOTAL ENCUMBRANCES: [Lines 3.1 to 3.3] (-)\$0.00	
4. SALES EXPENSES AND CHARGES:	
4.1 Fix-up Cost \$_____	
4.2 Structural Pest Control Report \$_____	
4.3 Structural Pest Control Clearance \$_____	
4.4 Property/Home Inspection Report \$_____	
4.5 Elimination of Property Defects \$_____	
4.6 Local Ordinance Compliance Report \$_____	
4.7 Compliance with Local Ordinances \$_____	
4.8 Natural Hazard Disclosure Report \$_____	
4.9 Smoke Detector/Water Heater Safety Compliance \$_____	
4.10 Homeowners' (HOA) Association Document Charge \$_____	
4.11 Mello-Roos Assessment Statement Charge \$_____	
4.12 Well Water Reports \$_____	
4.13 Septic/Sewer Reports \$_____	
4.14 Lead-Based Paint Report \$_____	
4.15 Marketing Budget \$_____	
4.16 Home Warranty Insurance \$_____	
4.17 Buyer's Escrow Closing Costs \$_____	
4.18 Loan Appraisal Fee \$_____	
4.19 Buyer's Loan Charges \$_____	
4.20 Escrow Fee \$_____	
4.21 Document Preparation Fee \$_____	
PAGE ONE OF TWO — FORM 310 —	
PAGE TWO OF TWO — FORM 310 —	
4.22 Notary Fees \$_____ 4.23 Recording Fees/Documentary Transfer Tax \$_____ 4.24 Title Insurance Premium \$_____ 4.25 Beneficiary Statement/Demand \$_____ 4.26 Prepayment Penalty (first) \$_____ 4.27 Prepayment Penalty (second) \$_____ 4.28 Reconveyance Fees \$_____ 4.29 Brokerage Fees \$_____ 4.30 Transaction Coordinator Fee \$_____ 4.31 Attorney/Accountant Fees \$_____ 4.32 Other \$_____ 4.33 Other \$_____ 4.34 TOTAL EXPENSES AND CHARGES [Lines 4.1 to 4.33] (-)\$0.00	
5. ESTIMATED NET EQUITY: (\$0.00)	
6. PRO RATES DUE BUYER:	
6.1 Unpaid Taxes/Assessments \$_____	
6.2 Interest Accrued and Unpaid \$_____	
6.3 Unearned Rental Income \$_____	
6.4 Tenant Security Deposits \$_____	
6.5 TOTAL PRO RATES DUE BUYER [Lines 6.1 to 6.4] (-)\$0.00	
7. PRO RATES DUE SELLER:	
7.1 Prepaid Taxes/Assessments \$_____	
7.2 Impound Account Balances \$_____	
7.3 Prepaid Association Assessment \$_____	
7.4 Prepaid Ground Lease \$_____	
7.5 Unpaid Rent Assigned to Buyer \$_____	
7.6 Other \$_____	
7.7 TOTAL PRO RATES DUE SELLER [Lines 7.1 to 7.6] (+)\$0.00	
8. ESTIMATED PROCEEDS OF SALE: (\$0.00)	
8.1 The estimated net proceeds at line 8 from the sale or exchange analyzed in this net sheet will be received in the form of:	
a. Cash \$_____ b. Note secured by a Trust Deed \$_____ c. Equity in Replacement Real Estate \$_____ d. Other \$_____	
I have prepared this estimate based on my knowledge and readily available data.	
Date: _____, 20_____. Broker: _____ DRE #: _____ Agent: _____	
I have read and received a copy of this estimate.	
Date: _____, 20_____. Seller's Name: _____ Signature: _____	
Signature: _____	
Signature: _____	
FORM 310 08-11 2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494	

Costs of sale as a material fact

A **material fact** is information which, if known to a client, might affect the client's decisions, such as a seller's decision to enter into a listing or accept an offer to buy.

If the information, such as sales expenses, closing costs or the net proceeds of a sale, is known to the seller, the listing agent has no obligation to disclose it. However, if the information may affect a decision to be made by the seller and the information about sales **costs is not fully known** to the seller or is **more readily available** to the listing agent than to the seller, the costs must be disclosed to the seller to meet the listing agent's obligations under his *special agency duties* owed to his client.

It is best to prepare and review a net sheet with a seller, regardless of whether the seller requests or even declines to review a net sheet. The time and effort needed to prepare a net sheet is a small premium to pay to assure the agreed fee is not attacked at the time of closing should the seller claim he thought he was to receive a greater amount as net proceeds.

Analyzing the net sheet estimates

A listing agent prepares a Good Faith Estimate (GFE) of Seller's Net Sales Proceeds, **first tuesday** Form 310, to inform his client about the expenses the seller will likely incur on the disposition of his real estate by sale.

The estimates entered on the form by the seller's broker or listing agent must be based on information **known** by them or **readily available** to them on the inquiry of others or on minimal investigation about each item of expense they anticipate the seller will incur. Thus, the figures entered as estimates reflect the listing agent's *honestly held belief* that the amounts estimated will likely be experienced by the seller.

Brokerage events triggering a listing agent's preparation of the net sheet and a review of its contents with the seller for the sale of property include:

- soliciting or entering into a seller's listing agreement;
- submitting a buyer's purchase agreement offer;
- entering into a counteroffer; and
- entering into an exchange agreement offer or acceptance.

The net sheet is used by a listing agent for the purpose of disclosing to the seller the crucial financial information surrounding expenditures required to:

- put the property in a condition attractive to the greatest number of prospective buyers;
- comply with local retrofit ordinances and current safety standards;
- eliminate defects and infestation; and
- provide the listing agent with reports for delivery to prospective buyers which contain information on the physical condition of the property, the nature of the property's location, the expenses of ownership and any other aspects regarding the integrity of the property that have a measurable impact on the property's value.

The GFE of Seller's Net Sales Proceeds form consists of four sections, each serving an entirely separate purpose in the setting of the amount of net proceeds to be received by a seller on a sale.

The sections list:

- the **encumbrances** of record, including any improvement district bonds, trust deeds and possible abstracts of judgment or tax liens to be assumed, reconveyed or released;
- the **expenses** of a sale, including repair and renovation expenditures, fees for investigative reports and closing charges paid by the seller;
- **adjustments and prorates** for unpaid or prepaid items and any tenant deposits to be taken over by the buyer; and
- the **net proceeds** remaining after deducting all sales-related expenses, fees and charges, as well as the form of the net proceeds.

Preparing the seller's net sheet

The following instructions are for the preparation and use of the Good Faith Estimate of Seller's Net Sales Proceeds – On Sale of Property, **first tuesday** Form 310, with which a seller's agent may prepare an estimate for an analysis of the costs the seller will likely incur in the preparation, marketing and sale of the property. The disclosure of this data to the seller is necessary for the seller to make an informed decision regarding whether to sell, and if so, on what terms and conditions.

Each instruction corresponds to the number given each item in the form.

Editor's note — Enter figures throughout the net sheet in the blanks provided, unless the item is not intended to be included in the final estimate, in which case it is left blank.

Document identification:

Enter the date and name of the city where the net sheet is prepared. The date is used when referring to this form.

1. **Check** the appropriate box to indicate the underlying agreement which is the subject of this disclosure. **Enter** the identification date, the name(s) of the parties to the underlying agreement, the address or parcel number identifying the property for sale, and the day of the month on which escrow is to close for pro rations and adjustments.

2. **Sales price:**

2.1 *Price received:* **Enter** the amount of the sales price to be paid by the buyer.

3. **Encumbrances:**

3.1 *First trust deed note:* **Enter** the dollar amount of the principal balance remaining due on any first trust deed loan of record as noted on loan payment records held by the seller, whether the loan is to be assumed or paid off on closing.

- 3.2 *Second trust deed note:* **Enter** the dollar amount of the principal balance remaining due on any second trust deed loan of record as noted on loan payment records held by the seller, whether the loan is to be assumed or paid off on closing.
- 3.3 *Other liens/bonds/UCC-1:* **Enter** the total dollar amount of the principal balance and any accrued unpaid interest on any judgment liens, tax liens and improvement district bond liens encumbering the property, and any UCC-1 liens on any personal property which are part of the sale, whether the liens will be assumed or paid off on closing.

Editor's note — Some purchase agreements, in their provisions for handling improvement district bond liens, omit any accounting on the transfer of title subject to a lien for the balance of an improvement district bond with annual installments. Annual installments on the improvement bond lien are treated in these purchase agreements as pro rates of both the principal and interest installment amounts, without concern for an accounting of the principal balance which remains unpaid.

- 3.4 *Total encumbrances:* **Add** the figures entered in sections 3.1 through 3.3. **Enter** the total as the dollar amount of debts encumbering the property, whether assumed by the buyer or paid off on closing.

4. Sales expenses and charges:

- 4.1 *Fix-up cost:* **Enter** the dollar amount estimated to cover the costs it is anticipated the seller will incur to ready the property for previews by other agents, caravans, walk-throughs by prospective buyers and open house viewings, such as the cost to add color to the landscaping, paint outside trim and any interior walls showing wear and tear, and replace any plumbing or electrical fixtures which are beyond repair or of unacceptable appearance.
- 4.2 *Structural pest control report:* **Enter** the dollar amount of the fee a pest control operator will charge to conduct a physical inspection and submit a report on his findings and provide an estimate of the costs of repairs necessary to eliminate any infestation and repair any existing damage or condition allowing for infestation. These are property conditions most buyers do not want to acquire.
- 4.3 *Structural pest control clearance:* **Enter** the dollar amount estimated to cover the cost it is anticipated the seller will incur for fumigation or to correct damage from an infestation or conditions supporting an infestation. The amount estimated will need to be reviewed and updated on receipt of the structural pest control report.

Also, the amount estimated should be considered when setting any ceiling in a counteroffer on the costs the seller might be willing to incur to correct the adverse condition of his property.

- 4.4 *Property/home inspection report:* **Enter** the dollar amount of the fee a home inspection company will charge to conduct a physical inspection of the property and submit a report on their observations of defects existing on the property.
- 4.5 *Elimination of property defects:* **Enter** the dollar amount estimated to cover the cost it is anticipated the seller will incur to eliminate, by repair or replacement, any conditions not up to building or safety codes, such as malfunctioning or defective components, e.g., the roof, electrical wiring, plumbing, heating, the foundation, walls, fences, doors, and appliances. The amount estimated will need to be reviewed and updated on receipt of a property/home inspection report.

Also, the amount estimated should be considered when setting any ceiling in an offer or counteroffer of the amount of costs the seller might be willing to incur to correct the condition of his property for transfer.

- 4.6 *Local ordinance compliance report:* Enter the dollar amount of the fee a local government agency charges to inspect the property and submit a report on its findings and the corrections required to be completed before transfer of ownership and occupancy may occur.
 - 4.7 *Compliance with local ordinances:* Enter the dollar amount estimated to cover the cost it is anticipated the seller will incur for retrofitting, curative permits, and any repairs necessary to meet local ordinance standards as a requisite to a change in ownership or occupancy. The amount estimated will need to be reviewed and updated on receipt of the local agency's compliance report.
 - 4.8 *Natural Hazard Disclosure report:* Enter the dollar amount of the fee charged by a third party for a review of the county records and the preparation and submission of a report on the natural hazards the property is subjected to due to its location.
 - 4.9 *Smoke detector/water heater safety compliance:* Enter the dollar amount of the cost it is anticipated the seller will incur to install smoke detectors and the water heater anchors or bracing which are necessary to comply with safety standards.
 - 4.10 *Homeowners' association (HOA) document charge:* Enter the dollar amount of the fees charged by any owners' association connected to the property for their delivery of a complete marketing packet of documents comprised of restrictions, operations, budgets, insurance and other documents mandated to be handed to the prospective buyer, and their delivery to escrow of their statement of condition of assessments.
 - 4.11 *Mello-Roos assessment statement charge:* Enter the dollar amount of the fee charged for a statement of assessments to be provided by any improvement district which holds a lien on the property to secure the repayment of bonds issued by the improvement district.
 - 4.12 *Well water reports:* Enter the dollar amount of the combined fees which will be charged by a licensed well-drilling contractor to test and certify the capacity of any well on the property, and by a licensed water testing lab to test and report on the quality of the water produced by the well.
 - 4.13 *Septic/sewer reports:* Enter the dollar amount of the fee charged by a licensed plumbing contractor to test and certify the function of the sewage disposal system, and if it contains a septic tank, whether it is in need of pumping.
 - 4.14 *Lead-based paint report:* Enter the dollar amount of the fee charged by an environmental testing company to investigate and report on the lead content of paint on the premises.
 - 4.15 *Marketing budget:* Enter the dollar amount of any contribution (to be) made by the seller toward the expenses of marketing the property and locating prospective buyers.
 - 4.16 *Home warranty insurance:* Enter the dollar amount of the premium the seller agrees to pay as charged by a home warranty insurance company to issue a policy to the buyer.
 - 4.17 *Buyer's escrow closing costs:* Enter the dollar amount of the combined escrow closing costs incurred by the buyer which the seller agrees to pay.
-

- 4.18 *Loan appraisal fee:* **Enter** the dollar amount of any loan appraisal fee the seller will agree to pay which will be charged to determine the property's qualification for the purchase-assist loan which will be applied for by the buyer.
 - 4.19 *Buyer's loan charges:* **Enter** the dollar amount of any loan charges the seller will agree to pay which the buyer will incur for the purchase-assist loan needed to fund the price to be paid for the property. These loan charges are also referred to as non-recurring loan charges.
 - 4.20 *Escrow fee:* **Enter** the dollar amount of the charge the seller will incur for escrow services to process the closing of the sale.
 - 4.21 *Document preparation fee:* **Enter** the dollar amount of the charge the seller will incur, usually with escrow, for a third party to prepare the documents necessary for the seller to convey the property, such as grant deeds and bills of sale.
 - 4.22 *Notary fees:* **Enter** the dollar amount of the charge the seller will incur for services provided by a notary to acknowledge the seller's signature on documents which are to be recorded to accomplish the transfer of the property (grant deed, spousal quit claim deed, release of recorded instruments, power-of-attorney, etc.).
 - 4.23 *Recording fees/documentary transfer tax:* **Enter** the dollar amount of the combined recording charges and transfer taxes collected by the county recorder and paid by the seller to convey title.
 - 4.24 *Title insurance premium:* **Enter** the dollar amount of the premium the title insurance company will charge for issuance of a policy of title insurance conveying the seller's conveyance of the property.
 - 4.25 *Beneficiary statement/demand:* **Enter** the dollar amount of the combined fees the trust deed lender of record will charge for delivering a beneficiary statement or payoff demand to escrow which is needed to either confirm the loan balance on an assumption or subject-to transaction, or the amount of a payoff of the loan on closing a sale.
 - 4.26 *Prepayment penalty (first):* **Enter** the dollar amount of any penalty the first trust deed lender will charge on a payoff of the loan on close of a sale.
 - 4.27 *Prepayment penalty (second):* **Enter** the dollar amount of any penalty the second trust deed lender will charge on a payoff of the loan on close of a sale.
 - 4.28 *Reconveyance fees:* **Enter** the dollar amount of reconveyance fees and recording fees the trustees on the trust deeds of record will charge to release the trust deed liens from the record title to the property sold.
 - 4.29 *Brokerage fees:* **Enter** the dollar amount of the fees earned by the brokers which will be paid by the seller on the close of escrow for the sale of the property.
 - 4.30 *Transaction coordinator fee:* **Enter** the dollar amount of the fee charged the brokers which the seller will pay for a third party to assist the listing agent in the preparation of the listing package and the sales package to provide all the documentation necessary to close the transaction.
 - 4.31 *Attorney/accountant fees:* **Enter** the dollar amount estimated as the attorney fees and accounting fees the seller will incur as a result of their advice and assistance in the sale.
-

- 4.32 *Miscellaneous expense:* Enter the name of the further expense. Enter the dollar amount of the expense.
 - 4.33 *Miscellaneous expense:* Enter the name of the further expense. Enter the dollar amount of the expense.
 - 4.34 *Total expenses and charges:* Add the figures entered in sections 4.1 through 4.33 Enter the total as the dollar amount of the expenses and charges on the sale.
5. **Estimated net equity:** Subtract the figures entered in sections 4.4 and 4.34 from the figure entered at section 2.1 Enter the difference as the dollar amount of the estimated net equity, an amount against which s and adjustments are next made to calculate the estimated net sales proceeds generated by the sale.
6. **Pro rates due buyer:**

- 6.1 *Unpaid taxes/assessments:* Enter the dollar amount of those real estate taxes and improvement district bond assessments which have accrued and have not been paid by the seller if they are to be pro rated without a credit to the price for the remaining principal due on bonds under section 3.3.

Taxes have not been paid for one of two reasons: they are not yet due to be paid to the tax collector or they are past due and delinquent. If they are not yet due, the taxes which accrued during the seller's ownership will be paid by the buyer at a later date. Thus, taxes are pro rated as a credit to the buyer through the **last day prior** to the date of closing. The pro ration is calculated as a daily amount of the annual tax based on a 30-day month. The current tax bill or, if it is not yet available, the past year's amounts are used (and adjusted for up to 2% inflation, etc.) to arrive at the daily amount of the pro ration.

Editor's note — For example, if escrow is scheduled to close September 16, the tax billing has not yet been received and (if it has been) it has not been paid. Thus, 75 days of accrued taxes/assessments at the daily rate are credited to the buyer (and charged to the seller).

- 6.2 *Interest accrued and unpaid:* Enter the dollar amount of interest accrued and unpaid on loans assumed under sections 2.1 through 3.3 for the number of days during the month the seller will remain the owner prior to closing. The pro ration will be calculated as a daily amount of interest paid in monthly installments based on a 30-day month. The daily amount of interest accruing is credited to the assuming buyer for each day of the month prior to the day scheduled for closing since interest on loans is paid after the running of the monthly accrual period. Thus, the current installment will become the obligation of the buyer, unless the installment is disbursed by escrow and charged pro rata to each the seller and the buyer.
- 6.3 *Unearned rental income:* Enter the portion of the dollar amount of rent from the rent rolls, both prepaid and unpaid, which will remain unearned on the day scheduled for closing. The buyer is entitled to a credit of the unearned portion as a pro ration. The day of closing is the first day of ownership by the buyer and entitles the buyer to unearned rents for the entire day. The pro ration is calculated as a daily amount of the rent roll earned (accrued) based on a 30-day month.

Editor's note — For example, if the rents are \$30,000 monthly, the daily pro ration for earned rents would be \$1,000 and be multiplied by the number of days remaining in the month, beginning with and

including the day of closing. If closing is on the 16th, the dollar amount of pro rated rents credited to the buyer from funds accruing to the seller's account on closing would be \$15,000, the 16th being day one of the remainder of the 30-day month.

For unpaid delinquent rents shown on the rent roll, see section 7.5 for an offset charge to the buyer by an adjustment.

- 6.4 *Tenant security deposits:* **Enter** the dollar amount of all the security deposits held by the seller (as landlord) which belong to the tenants as disclosed on the seller's rent roll information sheet. This credit is an **adjustment in funds**, not a pro ration, which is due the seller on closing since the buyer on transfer of ownership will be the landlord (by assignment of the leases and rent agreements) and responsible for the eventual accounting to the tenants for any deposit held by the seller.

Editor's note — Include any interest accrued and unpaid on the security deposits from the date of the seller's receipt of the deposits if mandated by rent control or landlord-tenant law.

- 6.5 *Total pro rates due buyer:* **Add** the figures estimated in sections 6.1 through 6.4. **Enter** the total as the dollar amount of all the "credits" the buyer can anticipate due to pro rations and adjustments.

7. Pro rates due seller:

- 7.1 *Prepaid taxes/assessments:* **Enter** the dollar amount of real estate taxes and improvement assessments prepaid by the seller which have not yet accrued. The calculations are made in the same manner as explained in section 6.1.

Editor's note — For example, the seller has paid all installments of taxes/assessments for the entire fiscal year (July through June). A closing of the buyer's transaction on January 2 requires a pro ration charge to be paid by the buyer for one-half year's taxes and assessments since they have been prepaid, but will not accrue until after the buyer closes escrow.

- 7.2 *Impound account balances:* **Enter** the dollar amount of any impounds held by the lender on loans assumed under sections 3.1, 3.2 or 3.3. The information is readily available as an "escrow account" item on the lender's monthly statement of the loan's condition received by the seller from the lender servicing the loan.

- 7.3 *Prepaid association assessment:* **Enter** the dollar amount of the prepaid and unaccrued portion of the seller's current installment for any owners' association assessment. The pro ration charge is based on a 30-day month for those days remaining in the month beginning with the day of closing as day one of the days remaining in the month.

- 7.4 *Prepaid ground lease:* **Enter** the dollar amount of the prepaid and unaccrued portion of rent the seller has paid on the ground lease if the property interest being purchased is a leasehold interest transferred by assignment, not a fee interest transferred by grant deed.

- 7.5 *Unpaid rent assigned to buyer:* **Enter** the portion of the dollar amount of delinquent unpaid rents to be charged to the buyer if the seller will not collect the rent before the close of escrow. These unpaid rents belong to the buyer on closing due to the seller's assignment of the leases to the buyer, unless other arrangements are made for an accounting of the uncollected rents. Typically, a closing after the tenth of the month will not experience the need for a delinquent rent adjustment. (Rents have been pro rated in section 6.3.)

- 7.6 *Miscellaneous pro rates and adjustments:* **Enter** the name of other items to be paid or adjusted in the transaction. **Enter** the dollar amount charged to the buyer.
- 7.7 *Total pro rates due seller:* **Add** the figures estimated in sections 7.1 through 7.6. **Enter** the total as the dollar amount of all the “charges” the buyer is likely to experience due to pro rations and adjustments.
8. *Estimated proceeds of sale:* **Add** the figures in sections 5 and 7.7, and then **subtract** the figure in section 6.5 from the sum. **Enter** the difference as the total dollar amount of the estimated net proceeds generated by the sale.
 - 8.1 *Form of net sales proceeds:* **Enter** the dollar amount of the net sales proceeds estimated in section 6 allocated to cash, carryback note, equity received in exchange or other form of consideration the seller will be receiving on the sale.

Signatures:

Broker's/Agent's signature: **Enter** the date the seller's net sheet is signed, the broker's name and DRE license number and the agent's name. **Enter** the broker's (or agent's) signature.

Seller's signature: **Enter** the date the seller signs and the seller's name. **Obtain** the seller's signature.

Chapter 38

Buyer's estimated acquisition costs

This chapter presents the use of a checklist by a buyer's agent to identify, analyze and disclose the funding requirements a buyer undertakes when agreeing to acquire property.

The capital to buy

During every real estate business cycle, a time comes when buyers collectively refuse or become unable to pay ever higher prices. Gone then are the back-up buyers and forgotten are the previously ever-present multi-offer auctions surrounding nearly every fresh listing of property.

Thus begins a multi-year decline of real estate prices. The drop in prices is usually brought about by the end of a cyclical real estate bubble, evidenced by excessive asset inflation and low mortgage rates.

It is during this evolving buyer's market of descending prices and ever more anxious sellers that real estate agents have difficulty attracting buyers, either as clients they will represent or as prospective buyers of properties they have listed. For agents, a **clientele of buyers** becomes financially more rewarding during the transition into a buyer's market than a pile of property listings.

However, buyers are reticent about buying while this corrective phase of the real estate business cycle is taking place. With its soft prices and plentiful supply of inventory for buyers to consider, this **period of price correction** will eventually reflect sales-to-listing ratios indicating less than 25% of the existing listings are selling each month (with a bottom of less than 10% sold during the period of 2008 and 2009).

Agents generally face a decline in overall sales activity until prices stabilize and begin to rise. In the interim, the less ingenious and most disconnected agents will fail to maintain a livelihood in real estate sales. They will pursue employment elsewhere.

Disclosures as confidence builders

To reverse the trend in buyer apathy toward acquiring real estate during these corrective transitions, the "sales" approach used by agents needs to be altered. Buyers can no longer be rushed to purchase since they have no sense of urgency when prices are dropping. Valuations placed on properties by seller's now seem pricey to buyers, yet listing agents tend to defend against any thought of a price reduction as though their job was that of a "marketmaker," not "matchmaker."

Buyers under these market conditions will not **first jump** into a purchase agreement contract and sort out the facts later, conduct typical during the run up to the peak of a real estate sales bubble. They now want the **facts first**, and will not act until they have them.

To combat an oversold real estate market, sellers and their listing agents must be more forthcoming with property information when placing a property on the market, rather than stalling until they have a buyer in escrow at an agreed price.

Buyer's agents adjust more quickly than listing agents to the cyclical shift from a seller's market long on buyers to a buyer's market long on sellers and inventory. They simply marshall information on a property and analyze it **before making an offer**, rather than doing so later as is too often the case when competition between buyers is keen.

To accommodate individuals who are hesitant about buying now, or to encourage others, such as tenants, who have not previously considered buying real estate, the initial step taken by an agent striving to become a buyer's representative is to **financially qualify** the individual as both a mortgage borrower and prospective buyer.

An individual buyer must have **access to cash** to pay the price and costs of acquiring property. Beyond the cash available in savings or readily liquidated investments (stocks/bonds), arranging purchase-assist mortgage financing is nearly always a requisite to establishing what price and costs of acquisition an individual will be able to pay.

With financing comes lender, mortgage banker and loan broker charges to originate the loan. Loan origination charges greatly exceed the costs of all other services required to buy property, except for brokerage fees.

Amount and source of funds

To document the cash a prospective buyer can bring together from all his available sources to **fund the purchase** of a property, the buyer's agent uses a worksheet, called a *buyer's cost sheet*. The worksheet helps the agent identify and itemize the estimated-in-good-faith costs of acquisition and financing, as well as the buyer's sources of funding. The buyer's agent then reviews the completed form with the prospective buyer. [See Figure 1]

The **maximum price** a prospective buyer can offer to pay for a property is determined by the amount of available funds from all sources which remains after deducting the acquisition costs. It is this residual amount of funds available for payment of a property's price which sets the value of a property to the buyer, not the seller's listing price. Sellers and their listing agents tend to ignore this reality as interest rates rise, but take full advantage of the rule when rates fall.

Obviously, the primary source of cash for nearly all buyers of any type of real estate is a purchase-assist loan from a mortgage lender. Before a cost sheet review with the buyer can go beyond identifying the various sources of cash available to the buyer, the agent must arrange a conference with a mortgage banker's representative.

The objective of the conference with a mortgage banker is two fold:

- to determine the maximum gross dollar amount of purchase-assist, fixed-rate loan funds the buyer will be **pre-approved** to borrow (if the property qualifies); and
- the lender's (good-faith) cost estimate of the dollar amount of all costs the buyer will incur to originate the maximum fixed-rate loan he is qualified to borrow.

These two dollar amounts (the loan and its costs) are treated as mutually exclusive amounts, separately analyzed on the buyer's cost sheet. The lender's estimated costs of borrowing will be entered on the agent's cost worksheet to document the amount of funds the buyer will need to pay for all transactional and financing costs. Separately, the total amount of the loan the buyer qualifies to borrow will be entered on the buyer's cost worksheet as cash available from a purchase-assist loan source.

During the conference with the mortgage banker, the buyer's agent needs to inquire about any restrictions the lender may place on the loan commitment. For example, a loan-to-value ratio may require a minimum down payment by the buyer of up to 20% of the price paid for a property.

Also, limitations might be placed on the seller's payment of the buyer's nonrecurring transactional and financing costs, such as permitting the seller's payment of all, a ceiling amount or none at all.

With knowledge of any lender restrictions, the buyer's agent can structure purchase agreement offers to shift large amounts of transactional and financing charges to the seller. Thus, the charges will be paid by the seller out of funds the seller receives from the buyer, not paid by the buyer, which would reduce the funds he has available to buy property. Here, the buyer can acquire a more valuable property since he will have more funds for payment of the purchase price.

Certainty of costs builds confidence to buy

Having determined the prospective buyer's costs of financing and the transactional charges he will incur to acquire a property, a high level of certainty about the price he can pay and the amount of the buyer's nonrecurring acquisition and financing costs he will incur is made known to the buyer. What remains for the buyer's agent to do is locate suitable properties and write up a purchase agreement offer agreeable to the buyer.

Buyers combat declining prices and alleviate their tendency to wait before buying by making an offer at a price they feel comfortable paying for a property. Thus, pricing is based on their knowledge the real estate market is in a decline, the property's condition, and their capacity to arrange for payment of the negotiated price and bear the costs of financing and closing escrow.

The task of complying with the agent's duty to **care for and protect** the buyer begins with the gathering of data to complete the preparation of the cost sheet. The process ends by making offers to come up with the match the buyer wants.

Cost of carrying property

While a review of the costs of acquisition is under way, many other related disclosure situations will come to the attention of the buyer's agent.

For example, a separate cost analysis involves the ongoing **operating expenses** any buyer will likely incur as the owner of property. Operating expenses are obtained from the listing agent or compiled by the buyer's agent from data readily available to the seller, and reviewed with the prospective buyer. [See **first tuesday** Form 562]

Also, a drop in prices is usually a loss in the present worth of a property brought about by an increase in long-term interest rates. Prices and mortgage rates eventually move in opposite directions. Important to buyers during times of rising long-term interest rates is the understanding that the **price paid and costs** incurred to acquire property are **unalterable** in the future once escrow closes on the purchase.

This is not true for **interest rates**. A high interest rate on a loan required to finance payment of the purchase price of a property can be reduced by *refinancing* during later periods of cyclically lower interest rates. The original purchase price paid, if too high, is unalterable.

Figure 1

GOOD FAITH ESTIMATE OF BUYER'S ACQUISITION COSTS	
On Acquisition of Property	
Prepared by: Agent Broker	Phone _____ Email _____
NOTE: This cost sheet is prepared to assist the buyer to estimate the total cost of acquisition for a property to anticipate the amount of funds likely needed to close, and the source of these funds. The figures estimated in this cost sheet may vary at the time of closing due to periodic changes in lender demands, escrow fees, other charges and prorates, and thus constitute an opinion, not a guarantee of the preparer. If acquiring IRC §1031 replacement property, also use a §1031 Profit and Basis Recap Sheet to compute the income tax consequences of the transaction. [See ft Form 354]	
DATE: _____, 20_____, at _____, California.	
1. This is an estimate of acquisition costs and the funds required to close the following transaction: <input type="checkbox"/> Purchase Agreement <input type="checkbox"/> Exchange agreement <input type="checkbox"/> Counteroffer <input type="checkbox"/> Escrow Instructions <input type="checkbox"/> Option 1.1 entered into by _____, 1.2 dated _____, 20_____, at _____, California, 1.3 regarding real estate referred to as _____.	
2. EXISTING FINANCING ASSUMED: 2.1 First Trust Deed of Record \$ _____ 2.2 Second Trust Deed of Record \$ _____ 2.3 Other Encumbrances/Liens/Bonds \$ _____ 2.4 TOTAL Encumbrances Assumed [lines 2.1 to 2.4] (+)\$ 0.00 a. If loan balance adjustments are to be made in cash, the total funds required to close escrow at \$10 and \$12 will vary.	
3. INSTALLMENT SALE FINANCING: 3.1 Seller Carryback Financing (+)\$ _____	
4. NEW FINANCING ORIGINATED: 4.1 New Loan Amount (+)\$ _____ 4.2 Points/Discount \$ _____ 4.3 Appraisal Fee \$ _____ 4.4 Credit Report Fee \$ _____ 4.5 Miscellaneous Origination Fees \$ _____ 4.6 Prepaid Interest \$ _____ 4.7 Mortgage Insurance Premium \$ _____ 4.8 Lender's Title Policy Premium \$ _____ 4.9 Tax Service Fee \$ _____ 4.10 Loan Brokerage Fee \$ _____ 4.11 Other \$ _____ 4.12 TOTAL New Financing Costs [lines 4.2 to 4.11] (+)\$ 0.00	
5. PURCHASE COSTS AND CHARGES: 5.1 Assumption Fees (First) \$ _____ 5.2 Assumption Fees (Second) \$ _____ 5.3 Escrow Fee \$ _____ 5.4 Notary Fee \$ _____ 5.5 Document Preparation Fee \$ _____ 5.6 Recording Fee/Transfer Taxes \$ _____ 5.7 Title Insurance Premium \$ _____	
----- PAGE ONE OF TWO -- FORM 311 -----	
----- PAGE TWO OF TWO -- FORM 311 -----	
5.8 Property Condition Reports \$ _____ 5.9 Cost of Compliance Repairs \$ _____ 5.10 Other \$ _____ 5.11 Other \$ _____ 5.12 TOTAL Closing Costs [lines 5.1 to 5.11] (+)\$ 0.00 5.13 Down Payment on Price (+)\$ _____	
6. TOTAL ESTIMATED ACQUISITION COST [lines 2.4, 3.1, 4.1, 4.12, 5.12 and 5.13] (=)\$ 0.00	
6.1 No post-closing repairs or renovation cost are included here.	
7. FUNDS REQUIRED TO CLOSE ESCROW: 7.1 Down Payment On Price (From line 5.13) (+)\$ _____ 7.2 Closing Costs (From line 5.12) (+)\$ 0.00 7.3 New Loan Proceeds (From line 4.1) (+)\$ _____ 7.4 New Financing Costs (From line 4.12) (+)\$ 0.00 7.5 Impounds for New Financing (+)\$ _____ 7.6 Hazard Insurance Premium (+)\$ _____	
8. PRORATES DUE BUYER AT CLOSE: 8.1 Unpaid Taxes/Assessments \$ _____ 8.2 Interest Accrued and Unpaid \$ _____ 8.3 Unearned Rental Income \$ _____ 8.4 Tenant Security Deposits \$ _____ 8.5 TOTAL Prorates Due Buyer [lines 8.1 to 8.4] (-)\$ 0.00	
9. PRORATES DUE SELLER AT CLOSE: 9.1 Prepaid Taxes/Assessments \$ _____ 9.2 Impound Account Balance \$ _____ 9.3 Prepaid Homeowners' Assessment \$ _____ 9.4 Prepaid Ground Lease Rent \$ _____ 9.5 Unpaid Rents assigned to Buyer \$ _____ 9.6 Other \$ _____ 9.7 TOTAL Prorates Due Seller [lines 9.1 to 9.6] (+)\$ 0.00	
10. TOTAL FUNDS REQUIRED TO CLOSE ESCROW: [lines 6, 7.1 to 7.6, less 8.5 plus 9.7]. (=)\$ 0.00	
10.1 See §2.4.a. adjustments.	
11. SOURCE OF FUNDS REQUIRED TO CLOSE ESCROW: 11.1 New First Loan Amount (From line 4.1) \$ _____ 11.2 New Second Loan Amount (Net loan proceeds) \$ _____ 11.3 Third Party Deposits \$ _____ 11.4 Buyer's Cash \$ _____	
12. TOTAL FUNDS REQUIRED TO CLOSE ESCROW: (Same as line 10). (=)\$ 0.00	
I have prepared this estimate based on my knowledge and readily available data. Date: _____, 20_____. Broker: _____ Agent: _____ DRE #: _____ Signature: _____	
I have read and received a copy of this estimate. Date: _____, 20_____. Buyer's Name: _____ Signature: _____ Signature: _____	

Reducing and shifting the costs

Taxwise, a further source of an additional minimal amount of cash to cover the costs of acquiring property is available to buyers who **itemize deductions** on their federal tax returns. Loan origination fees or points incurred to finance the purchase can be deducted (even if paid by the seller) to reduce the buyer's taxable income (and thus the amount of taxes paid) for the year of purchase. As a result, more funds are freed by a tax refund (or reduced payment).

For example, payment to the lender of 2% of the loan amount for **origination fees** will produce a rebate (or subsidy) to the buyer by way of a reduction in federal income taxes equal to 1/3 to 2/3 of a percent of the purchase price paid for the property. The amount of the refund depends on the buyer's low-income (10%-15%) or high-income (28%-35%) tax bracket status and the amount of the buyer's adjusted gross income.

Also, buyers who finance their purchase under government-insured finance programs can attend **home-ownership classes** and earn credits which will cut their costs of acquiring financing. In a buyer's market, potential first-time buyers, such as tenants, can be encouraged to consider homeownership by attending one of these lender-provided classes. The purpose is to learn about the benefits and obligations of owning real estate. The financing costs charged by the lender will be reduced when the prospective buyers decide to purchase after completing such a course.

Sellers, in an effort to maintain price, often are willing to extend credit in some form of *carryback financing*, a method for the buyer to finance the purchase price. For a buyer, seller carryback financing avoids all the costs of new financing.

If the **interest rate** charged by the seller on the carryback is low enough (below market), the price paid can be above market. The buyer's reduced long-term carrying costs arguably justify payment of the above-market price, one offsetting the other based on the dollar amount saved in interest. However, the buyer should always ask for, and hopefully receive, an option to pay off the carryback early and at a discount to keep the purchase price realistic should the buyer later decide to sell or refinance the property.

During the early stages of a buyer's market, and continuing until prices bottom out and become stable, buyers who make offers must be prepared to have their offers rejected. Historically, sellers and listing agents are slow to acknowledge that prices have in fact stopped rising on comparable properties.

When sellers finally recognize that market values are declining, they tend to panic by accepting huge price reductions. At some point they realize that buyers are entering the market in increasing numbers and the bottom of the price cycle has arrived.

Once buyers become addicted to the possibilities of price and cost reductions, buyer's agents will need to be ever more creative to keep costs down as sales volume increases. One maneuver for shaving a sizeable dollar amount off the price of property is for buyer's agents to track suitable properties by the date the listing expires. On expiration of the listing, an inquiry of the seller by the buyer's agent for the sole purpose of submitting an offer, not for soliciting a dual agency listing, is likely to open up a price advantage for the buyer.

Here, the advantage for the buyer amounts to a price paid of around 3% less for the property (than the previously listed price). The buyer's agent will still receive the same amount for a fee as he would have received had a higher price been paid under a listing and the brokerage fee been shared with the listing agent (who did not locate a buyer).

Motivating individuals to own

The objective of agents in a buyer's market of declining prices, increasing inventory and fewer sales is to **create buyers**, not sales.

No longer can agents concentrate primarily on listing property and be successful. Primary attention must now be given to potential and prospective buyers, to educate them and demonstrate why they should be represented by a buyer's agent.

Thus, **locating buyers** is no longer best accomplished by listing and marketing property for sale. Individuals who are qualified to be a buyer of real estate must be attracted to the market by inducements other than publishing property listings and holding auctions or open houses.

Most potential buyers are tenants occupying apartments, condominium units or single-family residences. They have a job and thus can qualify for a purchase-assist loan to enter into ownership. These tenants are sought out by agents through business, social, civic, athletic and religious networks.

New arrivals to the community should be contacted by advertisements located in airports, train stations and bus terminals to convert the new arrivals to homeownership. A kiosk in a shopping mall (or airport) manned by an agent might solicit tenants to fill out a homeownership application for the agent to review and advise on the homeownership available to the tenant.

Finally, the issue of the agent's need to enter into an *employment agreement* before the agent undertakes the representation of an individual needs to be addressed.

Whether the need for a written employment is broached with the potential buyer **before making** a thorough loan qualification analysis and a review of the costs of acquisition or **afterward**, when the prospective buyer's financial capability and price range have been established, a buyer's listing agreement certainly should be obtained before commencing a search for qualified properties the buyer might deem suitable to own.

Analyzing the cost sheet estimates

The Good Faith Estimate of Buyer's Acquisition Costs, **first tuesday** Form 311, is used by buyer's brokers and their agents to inform a prospective buyer about the cost of acquiring a particular parcel of real estate they have located and feel is suitable for acquisition by the buyer. The form contains a checklist of bookkeeping items typical of most purchases, including acquisition costs, financing charges, prorations, funds required for acquisition and the buyer's probable sources for these funds.

The **estimates** entered on the form by the buyer's agent must be based on information about transactional costs and financing charges both known to him or readily available to him on an inquiry of others or on minimal investigation. Thus, the figures entered must reflect the agent's **honestly held belief** that the estimated amount will likely be experienced by the buyer should the buyer acquire the property under consideration.

The cost sheet is used to disclose the crucial **financial information** the buyer needs to know about the acquisition of a property. With it, the buyer's agent provides the buyer with a high level of **transparency** about the costs of acquisition. Thus, the prospective buyer is able to make an informed decision about the financial commitment needed to purchase the property.

The events triggering the buyer's agent's preparation of a cost sheet and a review of the costs with the prospective buyer include:

- entering into a buyer's listing agreement;
- pre-qualifying for a maximum loan amount; and
- entering into a purchase agreement offer or accepting a counteroffer.

The cost sheet is also used to **solicit tenants**, residential or nonresidential, to consider the purchase of property. With it, the agent can demonstrate whether the tenant has the financial capability to occupy a comparable property as an owner instead of as a tenant, be it a home or business premises.

Each section in Form 311 has a separate purpose. The sections cover:

- the *acquisition costs* of the property (cost basis);
- the *closing charges* (including prorations and adjustments); and
- the buyer's *source of funds* (savings, gifts, loans, etc.).

Preparing the buyer's cost sheet

The following instructions are for the preparation and use of the Good Faith Estimate of Buyer's Acquisition Costs – On Acquisition of Property, **first tuesday** Form 311, with which the buyer's broker and his agent can prepare an estimate for an analysis of the buyer's ability to pay the price and all the costs and charges related to the purchase.

Each instruction corresponds to the provision in the form bearing the same number.

Editor's note — Enter figures throughout the cost sheet in the blanks provided, unless the items left blank are not intended to be included in the final estimate.

Document identification:

Enter the date and name of the city where the cost sheet is prepared. This date is used when referring to this form.

1. **Check** the appropriate box indicating the underlying agreement which is the subject of this disclosure of costs.
 - 1.1 **Enter** the name(s) of the parties to the agreement.
 - 1.2 **Enter** the date of the agreement and place of preparation.
 - 1.3 **Enter** the address or parcel number identifying the property involved.
2. **Existing financing assumed:**
 - 2.1 *First trust deed of record:* **Enter** the dollar amount of the first trust deed loan balance if the buyer is to take over the loan.

- 2.2 *Second trust deed of record:* **Enter** the dollar amount of the second trust deed loan balance if the buyer is to take over the loan.
- 2.3 *Other encumbrances/liens/bonds:* **Enter** the dollar amount of the principal balance remaining on any other money obligations which the buyer is to take over, such as liens for improvement district bond assessments (Mello Roos, 1915 Act, etc.), abstracts of judgment, UCC-1 security agreements (on personal property/improvements included in the purchase) or other debts to be assumed by the buyer.
- 2.4 *TOTAL encumbrances assumed:* **Add** the figures estimated in sections 2.1, 2.2 and 2.3. **Enter** the total as the dollar amount of the principal balance on debts to be assumed or otherwise taken over by the buyer as part of the price.
 - a. *Funds to close escrow will vary:* Each estimated figure may vary by the time of closing, depending on the accuracy of the estimates, principal reduction on existing loans and changing service charges, fees and premiums. Also, if the difference in amounts is to be adjusted into the cash down payment, the amount of funds required to close escrow at sections 10 and 12 will vary. Adjustments into price, such as in an equity purchase transaction, merely adjust the total consideration paid to the seller, not the amount of the down payment or any carryback note and trust deed. Likewise, adjustments for the differences into any seller carryback leaves the price and down payment unaffected, but will alter the amount of the carryback note at section 3.1 by the time escrow closes.

3. **Installment sale financing:**

- 3.1 *Seller carryback financing:* **Enter** the dollar amount of the note the buyer is to execute in favor of the seller. This amount will vary if adjustments at closing are to be made into the carryback note, and not into the down payment or the price.

4. **New financing originated:**

- 4.1 *New loan amount:* **Enter** the dollar amount of the new trust deed loan the buyer is to originate with a lender to provide purchase-assist funds to close escrow. The total amount of the loan is entered without reduction for any lender discounts, costs, fees or charges.
- 4.2 *Points/discount:* **Enter** the dollar amount of the points to be paid or the discount charged to originate the new loan, a figure usually calculated as a percentage of the new loan amount.
- 4.3 *Appraisal fee:* **Enter** the dollar amount the new lender will charge for an appraisal of the property to be purchased. Upon request, the buyer is entitled to a copy of the appraisal from the lender. [See **first tuesday** Form 200-3]
- 4.4 *Credit report fee:* **Enter** the dollar amount of the credit report fee charged by the lender for ordering the report and analyzing the buyer's creditworthiness.
- 4.5 *Miscellaneous origination fees:* **Enter** the total dollar amount of all other fees charged by the lender to process the loan, including fees labelled as escrow set-up fees, administrative fees, processing fees, origination fees, wire fees, document preparation fees, etc., which are **not itemized** in sections 4.2 through 4.11.
- 4.6 *Prepaid interest:* **Enter** the dollar amount of prepaid interest the new lender will demand for closing before the last day of the calendar month. The interest charge will be a daily amount

due for each day following closing through the last day of the month in which the sale closes. This prepayment of interest allows for the first installment on the loan to be due on the first day of the first month falling more than 30 days after closing.

- 4.7 *Mortgage insurance premium:* **Enter** the dollar amount of any private mortgage insurance (PMI), mortgage insurance premium (MIP) or other insurance premium to be paid by the buyer to guarantee payment for losses the lender may suffer on a default. The amount is a quote by a corporate or government insurer based on the loan-to-value ratio and the amount of the loan. A further creditworthiness risk review of the buyer is conducted by the insurer, which could alter the premium or the availability of the insurance.
- 4.8 *Lender's title policy premium:* **Enter** the dollar amount of the premium charged by the title company to issue a separate lender's policy of title insurance (in addition to the owner's policy at section 24) to cover the existence of the security interest in the property as evidenced by the lender's trust deed lien.
- 4.9 *Tax service fee:* **Enter** the dollar amount charged by a separate service company which informs the lender when the buyer has not paid the property taxes.
- 4.10 *Loan brokerage fee:* **Enter** the dollar amount of any fees due a loan broker for arranging the new loan for the buyer. Do not include any financial benefit (kickback/referral fee) paid the brokers or sales agents by the lender since they are paid from increased fees or above-market interest rates the lender charges the buyer.
- 4.11 *Miscellaneous loan charges:* **Enter** the name of any other loan charge to be incurred by the buyer due to the new loan origination. **Enter** the dollar amount of the charge.
- 4.12 *TOTAL new financing costs:* **Add** the figures estimated in sections 4.1 through 4.11. **Enter** the total as the dollar amount of all the expenditures anticipated to be incurred by the buyer to originate a new loan.

5. Purchase costs and charges:

- 5.1 *Assumption fees (first):* **Enter** the dollar amount of the anticipated assumption fees the existing first trust deed lender will likely demand if the lender's consent is required for the buyer to take over the loan.
- 5.2 *Assumption fees (second):* **Enter** the dollar amount of the anticipated assumption fees the existing second trust deed lender will likely demand if the lender's consent is required for the buyer to take over the loan.
- 5.3 *Escrow fee:* **Enter** the dollar amount of the service charge the buyer will incur for an escrow to handle the closing of the purchase agreement.
- 5.4 *Notary fee:* **Enter** the dollar amount of the charges the buyer will incur for notary services to acknowledge the buyer's signature on documents which are to be recorded to purchase the property (trust deeds, power of attorney, spousal quit claim deeds, declaration of homestead, release of recorded instruments, request for NOD/NODq, UCC-1 filing, etc.).
- 5.5 *Document preparation fee:* **Enter** the dollar amount of any additional miscellaneous fees charged by escrow for providing escrow-related services.

- 5.6 *Recording fee/transfer taxes:* Enter the dollar amount of charges imposed or collected by the county recorder and paid by the buyer for recordings which are necessitated by the transfer.
- 5.7 *Title insurance premium:* Enter the dollar amount of the title insurance premium the title company will charge for issuing a policy to the buyer if the buyer is to pay the premium. Typically, the seller pays the premium to acquire the insurance which covers the seller's conveyance to the buyer.
- 5.8 *Property condition reports:* Enter the total dollar amount of fees and charges it is anticipated the buyer will incur to investigate and confirm the condition of the property (its land, improvements and components) as known to the buyer by both the buyer's observations and disclosures made by the seller or the listing agent prior to entering into the purchase agreement.

*Editor's note — The seller's broker or listing agent has a statutory duty, owed to prospective buyers on the sale of one-to-four residential units, to personally conduct a **visual inspection** of the property and enter on the mandated seller's Transfer Disclosure Statement (TDS) any **observations** he may have contrary to the seller's disclosures. The TDS is to be made available to prospective buyers at the earliest opportunity during the negotiating stage. The first opportunity to disclose rarely occurs later than at the time a purchase agreement offer is accepted.*

*However, the listing agent too often deliberately delays an investigation or certification of a property's condition until after the buyer has committed himself to purchase the property (in its undisclosed condition). Thus, the buyer, in a effort to confirm the property is all he has been lead to believe it is, must himself obtain the reports and certifications to discover the conditions which were known (or should have been known) and not disclosed by the seller or the listing agent prior to entering into the purchase agreement, a form of fraud called **negative deceit**.*

Such reports, clearances and certificates include pest control reports, local occupancy certificates, sewer/septic certificates, home inspection reports, well water condition certificates, hazard reports, safety compliances, etc. It is the buyer's agent, not the seller's listing agent, who is duty bound to see to it his buyer has been informed about inspections and investigations readily available to the buyer, and explain which he believes the buyer should use to check out the property.

- 5.9 *Cost of compliance repairs:* Enter the dollar amount of the costs it is anticipated the buyer will incur to correct, retrofit or eliminate defects in the property prior to or immediately after closing, which will not be eliminated by the seller.
- 5.10 *Miscellaneous closing costs:* Enter the name of any additional costs it is anticipated or believed the buyer will incur to acquire the property prior to or immediately after closing. Enter the dollar amount estimated as likely to be incurred.
- 5.11 *Miscellaneous closing costs:* See instructions for section 5.10.
- 5.12 *TOTAL closing costs:* Add the figures estimated for sections 5.1 through 5.11. Enter the total as the dollar amount of all costs it is anticipated the buyer will incur to close escrow.
- 5.13 *Down payment on price:* Enter the dollar amount of the down payment the buyer has agreed to pay the seller through or outside of escrow, whether the funds are from the buyer's cash reserves, gifts and bonuses from third parties, or a brokerage fee credited to the buyer's account due to the buyer's participation as a licensee in the transaction.

Editor's note — This sum of money for the down payment does not include any loan funds to be paid over to the seller from the new loan under section 4.1, or charges, prorations and adjustments reflected in section 10.

6. **Total estimated acquisition cost:** Add the figures from sections 2.4, 3.1, 4.1, 4.12, 5.12 and 5.13. Enter the total as the approximate dollar amount of monetary commitments in cash or loan amounts which the buyer will be committing himself to pay.

6.1 *Post-closing repairs:* This cost figure does not include any capital contribution to be made by the buyer to pay for the cost of any renovation, rehabilitation or reconstruction of any part of the property to be incurred immediately after closing, which will become part of the buyer's cost of acquisition for tax reporting purposes.

7. **Funds required to close escrow:**

7.1 *Down payment on price:* Enter the dollar amount from section 5.13.

7.2 *Closing costs:* Enter the dollar amount from section 5.12.

7.3 *New loan proceeds:* Enter the dollar amount from section 4.1.

7.4 *New financing costs:* Enter the dollar amount from section 4.12.

7.5 *Impounds for new financing:* Enter the dollar amount of the deposit of buyer's funds into the lender's loan escrow account the lender will demand if the new loan under section 4.1 is to be impounded for the future payment of property taxes, assessments and hazard insurance premiums.

Editor's note — When disbursed by the lender, these expenditures from the impound account become the operating expenses of the buyer. They are not, now or then, a cost of acquiring the property (but are nonetheless an out-of-pocket advance made prior to closing).

7.6 *Hazard insurance premium:* Enter the dollar amount of the premium the buyer will be advancing for hazard insurance coverage on the property.

Editor's note — This is not a cost of acquisition. It is an operating expense.

8. **Prorates due buyer at close:**

8.1 *Unpaid taxes/assessments:* Enter the dollar amount of those real estate taxes and improvement district bond assessments which have accrued and have not been paid by the seller if they are to be prorated and are not credited to the price under section 2.3.

They have not been paid for one of two reasons: they are not yet due to be paid to the tax collector or they are past due and delinquent. If they are not yet due, the buyer will at a later date be paying those property taxes which accrued during the seller's ownership. Thus, they are prorated as a credit to the buyer through the last day prior to the date of closing. The proration is calculated as a daily amount of the annual tax and assessment amounts based on a 30-day month. The current tax bill or, if it is not yet available, the past year's amounts are used (and adjusted for inflation, etc.) to arrive at the daily amount of the proration.

Editor's note — If escrow is scheduled to close September 16, the tax billing has not yet been received and the current taxes have not been paid. Thus, 75 days of accrued taxes/assessments at the daily rate are credited to the buyer (and charged to the seller).

- 8.2 *Interest accrued and unpaid:* **Enter** the dollar amount of interest accrued and unpaid on loans assumed under sections 2 through 2.3 for the number of days during the month the seller will remain the owner prior to closing. The proration will be calculated as a daily amount of interest paid in monthly installments based on a 30-day month. The daily amount of interest accrued is credited to the buyer for each day of the month prior to the day scheduled for closing since interest on loans is paid following the month of accrual. Thus, the next installment will become the obligation of the buyer, unless the installment is disbursed by escrow and charged pro rata to the seller and the buyer.
- 8.3 *Unearned rental income:* **Enter** the portion of the dollar amount of rent from the rent rolls, both prepaid and unpaid, which remains unearned on the day scheduled for closing. The buyer is entitled to a credit of the unearned portion of rent as a proration. The day of closing is the first day of ownership by the buyer and entitles the buyer to unearned rents for the entire day on which escrow closes. The proration is calculated as a daily amount of the rent roll unearned based on a 30-day month.

Editor's note — If the rents are \$30,000 monthly, the daily proration for earned rents would be \$1,000, which is multiplied by the number of days remaining in the month, beginning with and including the day of closing. If closing is on the 16th, the dollar amount of prorated rents credited to the buyer from funds accruing to the seller's account on closing would be \$15,000, the 16th being day one of the remainder of the 30-day month.

For unpaid delinquent rents shown on the rent roll, see section 9.5 for an offset charge to the buyer by an adjustment.

- 8.4 *Tenant security deposits:* **Enter** the dollar amount of all the security deposits held by the seller (as landlord) which belong to the tenants as disclosed on the seller's rent roll information sheet. This credit is an *adjustment*, not a proration, in funds due the seller since the buyer on transfer of ownership will be the landlord (by assignment of the leases and rent agreements) and responsible for accounting to the tenants for any deposit held by the seller.

Editor's note — Include any interest accrued and unpaid on the security deposits from the date of the seller's receipt of the deposits if mandated by rent control or landlord-tenant law.

- 8.5 *TOTAL prorates due buyer at close:* **Add** the figures estimated in sections 8.1 through 8.4. **Enter** the total as the dollar amount of all the "credits" the buyer can anticipate due to prorations and adjustments.

Editor's note — The debits charged to the buyer by proration are calculated in the following sections.

9. Prorates due seller at close:

- 9.1 *Prepaid taxes/assessments:* **Enter** the dollar amount of real estate taxes and improvement assessments prepaid by the seller which have not yet accrued. The calculations are made in the same manner as explained in section 8.1.

Editor's note — For example, the seller has paid all installments of taxes/assessments for the entire fiscal year (July through June). A closing of the buyer's transaction on December 31 requires a proration charge to be paid by the buyer for one-half year's (180 days') taxes/assessments since they have been prepaid, but will not accrue until after the buyer closes escrow.

- 9.2 *Impound account balance:* **Enter** the dollar amount of the impounds held by the lender on each loan assumed under sections 2.1, 2.2 or 2.3. The information is readily available from the monthly accounting of the loan's condition received by the seller from the lender servicing the loan.
- 9.3 *Prepaid homeowners' assessment:* **Enter** the dollar amount of the prepaid and unaccrued portion of the seller's current installment for any homeowners' association (HOA) assessment. The proration charge is based on a 30-day month for those days remaining in the month, beginning with the day of closing as day one of the days remaining in the month.
- 9.4 *Prepaid ground lease rent:* **Enter** the dollar amount of the prepaid and unaccrued portion of rent the seller has paid on the ground lease if the property interest being purchased is a leasehold interest transferred by assignment and not a fee interest transferred by grant deed.
- 9.5 *Unpaid rents assigned to buyer:* **Enter** the dollar amount of delinquent unpaid rents to be charged to the buyer if the seller will not collect the rent before the close of escrow. These unpaid rents belong to the buyer on closing due to the seller's assignment of the leases to the buyer, unless other arrangements are made for an accounting of the uncollected rents. Typically, a closing after the tenth of the month will not experience the need for a delinquent rent adjustment. (All rents have been prorated in section 8.3.)
- 9.6 *Miscellaneous prorates and adjustments:* **Enter** the name of other prorates or adjustments which may be required. **Enter** the dollar amount charged to the buyer.
- 9.7 *TOTAL prorates due seller:* **Add** the figures estimated in sections 9.1 through 9.6. **Enter** the total as the dollar amount of all the "charges" the buyer is likely to experience due to prorations and adjustments.
10. **Total funds required to close escrow:** **Add** the figures from sections 6, 7.1 through 7.6, 9.7, and then **subtract** the figure from section 8.5 from the total. **Enter** the difference as the dollar amount of funds the buyer will need to close escrow.
 - 10.1 See section 2.4a adjustments.
11. **Source of funds required to close escrow:**
 - 11.1 *New first loan amount:* **Enter** the dollar amount of the new loan estimated in section 4.1.
 - 11.2 *New second loan amount:* **Enter** the dollar amount of any second trust deed loan to be originated. If the costs of originating the second have not been entered in section 4.2 through 4.12, then **enter** only the estimated amount of the net proceeds generated by the second loan here.
 - 11.3 *Third-party adjustments:* **Enter** the dollar amount of any funds received from third parties which the buyer expects to use to fund the purchase of the property. For example, families make gifts, employers give bonuses and equity sharing and other co-ownership arrangements contribute cash.

- 11.4 *Buyer's cash:* **Subtract** the figures in sections 11.1 through 11.3 from the figure in section 10. **Enter** the result as the dollar amount of funds the buyer needs to presently hold or have in reserves (savings/readily convertible securities and certificates) to meet the expenditures anticipated by the estimates in this opinion given by the buyer's broker or his selling agent.
12. **Total funds required to close escrow:** **Add** the figures estimated in sections 11.1 through 11.4. **Enter** the total as the amount of funds needed by the buyer to acquire the property.

Editor's note — The amount here in section 12 will be the same as the amount arrived at in section 10.

Signatures:

Broker's/Agent's signature: **Enter** the date the cost sheet is signed, the broker's name and DRE license number and the agent's name. **Obtain** the broker's (or agent's) signature.

Buyer's signature: **Enter** the date the buyer signs and the buyer's name. **Obtain** the buyer's signature.

As this recovery evolves Become A Broker



**Enroll in first tuesday's
broker licensing courses and get your
license in as little as four months!**

1. Order and complete the five courses you have not already taken.
2. Pass the state's broker exam.
3. Become a broker!

Become a broker before
Your renewal date:

**FREE with enrollment:
the first tuesday Forms-on-CD!**

End the need for any other forms!
Over 350 personalized California-specific first
tuesday real estate forms — 2011 current.
Fill, save and print for professional use!

YES! Send me the five courses checked below
and 350+ FREE ft real estate forms!

Check
any FIVE for
\$249.00
\$199.00 for four courses
\$149.00 for three courses
(Includes taxes and shipping)

- Finance †
 - Legal Aspects †
 - Practice †
 - Property Management
 - Appraisal †
 - Economics †
 - Escrows **NEW**
- † mandatory for licensing

Want to pay one course at a time?
Call us about our Five-Pay Plan!

NOTICE: By ordering, I acknowledge I've reviewed the General Information page available
at www.firsttuesday.us. All courses have a minimum 18-day enrollment requirement.

Price includes:

- Toll-free customer service.
- Quizzes to help pace your study.
- Easy open-book exams available online or by mail.
- Course Certificates of Completion online, by fax or by mail.
- Minimum completion: **18 days per course**; maximum completion: **one year**.
- One-year subscription to the **first tuesday journal online**.
- 350+ **first tuesday** real estate forms, FARM letter templates and topical copy for your use.

DRE Sponsor No. 0473
Approved Homestudy

Enroll Now!

Call 800-794-0494 Fax 877-319-8510

www.firsttuesday.us

P.O. Box 20069 Riverside, CA 92516

Visa Mastercard Check enclosed

Add the State Exam Prep Book for **\$30.00**

Card # _____ / _____ / _____ / _____ Exp. _____

Name: _____

Address: _____

City: _____ CA, Zip: _____

Phone: _____

Email: _____

SECTION D

Contract Law



Chapter 39

Making an offer

This chapter sets forth the elements of a contract and fully examines the first stage of the real estate purchase agreement process, i.e., the intent of a buyer to make an offer to purchase.

The intent to contract

A **contract** is an agreement between persons binding them to do or not to do something. [Calif. Civil Code §1549]

Persons include individual people and those entities qualified to contract within the state of California.

To form a contract, the agreement must be accompanied by the following elements:

- an **offer**;
- an **acceptance**;
- **consideration** — a bargained-for exchange;
- **capable parties**; and
- a **lawful purpose**. [CC §1550]

While oral agreements are valid contracts, most agreements involving real estate or real estate services must be formalized in a **writing** to be judicially enforceable. [CC §§1622, 1624]

The elements needed to form an agreement and the numerous rules for contracting must be viewed in light of typical real estate transactions.

For example, a sales transaction involving a broker acting on behalf of a buyer or seller is structured on a variety of contracts, including:

- a **listing agreement** employing the broker;
- a **purchase agreement**, option or exchange agreement documenting the sales transaction;
- **escrow instructions** to close the sales transaction;
- interim or holdover **occupancy agreement** between the buyer and seller;
- a **note and trust deed** executed by the buyer;
- **service agreements** for investigations, reports, repairs and coordinators; and
- **insurance policies** for title, home warranty, hazards and personal liability.

The buyer, seller and broker have separate rights and obligations under the different contracts, in addition to duties owed to themselves and others in the transaction. Also, their obligations to sign or perform one contract, such as escrow instructions and deeds, often depends on having agreed to perform under a prior agreement, such as a purchase agreement.

Life cycle of a contract

The life cycle of a real estate purchase agreement is divided into four stages of activity:

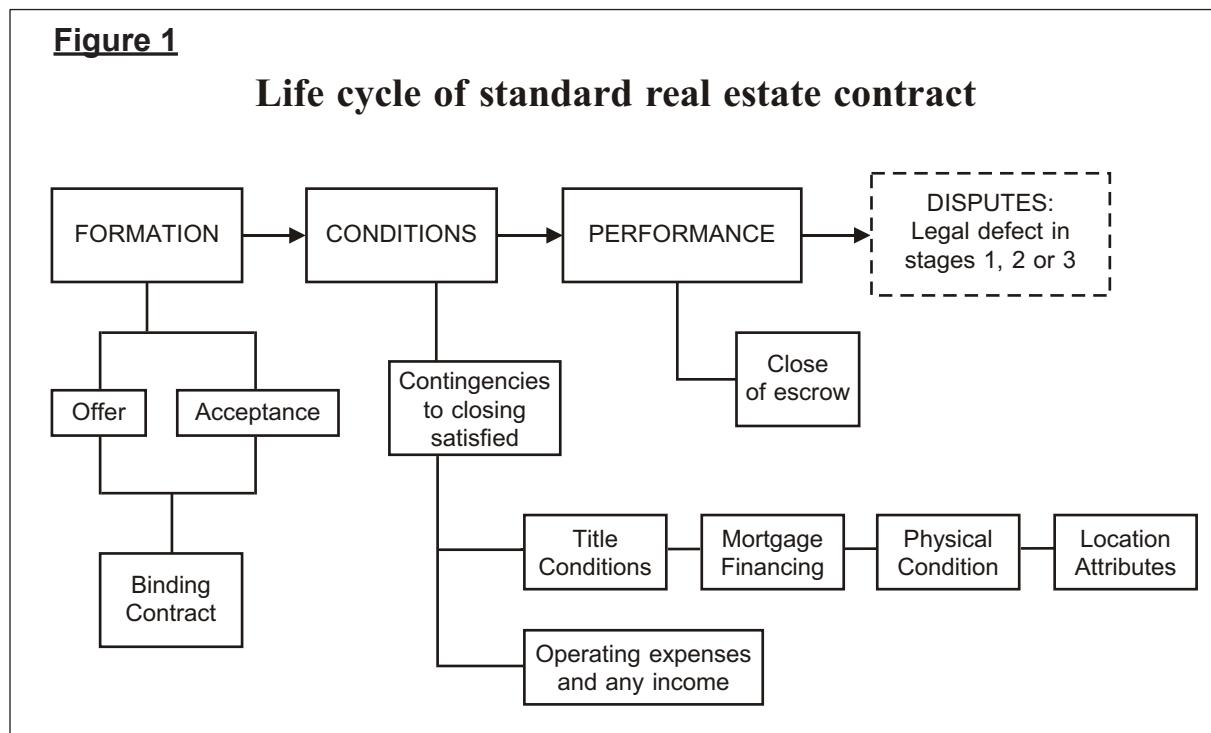
- the **formation** (offer and acceptance) stage;
- the **conditions** (contingencies) stage;
- the **performance** (closing) stage; and
- the **failure of performance** (breach) stage. [See Figure 1 accompanying this chapter]

During the **formation stage**, offers are made between a buyer and a seller. Negotiations commence and eventually, one of the (counter) offers may be accepted.

The acceptance of an offer forms a *binding* agreement. However, the agreement may not be enforceable by actual performance yet due to conditions contained in the agreement.

Actual performance of the agreement cannot be enforced until the second stage, the conditions stage, is completed.

During the **conditions stage**, the contingencies contained in the purchase agreement must be satisfied or waived before the sale can move toward closing. These contingencies are called *conditions precedent*.



Contingencies address the clearance of significant conditions prudent buyers and sellers have regarding the transaction, including:

- financial conditions (mortgage availability, price corroboration by appraisal, etc.);
- operating conditions (expense of ownership, tenant leases/income, etc.);
- title and zoning conditions (Covenants, conditions and restrictions, use ordinances, etc.);
- physical conditions (home inspection/certification, energy efficiency, environmental analysis, utilities, etc.); and
- location-related conditions (ordinances, green belts, neighbors, natural hazards, etc.).

Also, the buyer or seller must complete their **mutual performance** duties, called *conditions concurrent*, during the conditions stage, prior to closing. Mutual performance duties of one party are to be completed independent of and without concern for the other party first performing their mutual performance duties.

For example, a seller's obligation to deliver a deed to escrow is independent of, and not conditioned on, the buyer's obligation to deposit closing funds into escrow.

In contrast, a **condition precedent** calls for the satisfaction or waiver of an act or event by one party before the other party must perform.

A purchase agreement has arrived at the **performance stage** when all the contingencies and independent activities to close escrow have been cleared, i.e., all closing documents have been signed and delivered and funds have been handed to escrow in full performance of the contract by all parties.

Failure to close escrow

Should there be a failure to perform or if a deficiency has arisen in one of the first three stages of the contract's life, the transaction has unfortunately moved into the **breach stage**.

For example, there may be:

- a defect in the contract's formation (e.g., invalid acceptance, incapacity of a person to contract, uncertain terms, lack of essential terms, etc.);
- a failure of one party to eliminate a contingency provision allowing the other party to avoid further performance by cancellation of the contract; or
- a defense to closing has arisen (e.g., misrepresentation of the physical, title or income of the property, untimely performance, etc.).

If the defect in the agreement is serious enough, a compromise, legally called an *accord and satisfaction*, may be negotiated by the broker or his agents between the parties, or the dispute may be resolved by court order.

Disputes are usually resolved through negotiation handled by the brokers and agents.

However, it is this stage that produces the court cases which decide and flesh out our application of real estate contract law.

Forming a contract

A contract is formed when an **offer** to enter into an agreement is made and accepted.

The party who makes the offer is called the *offeror*. The party to whom the offer is directed is called the *offeree*.

In real estate sales transactions, the buyer typically makes an offer to the seller. Thus, the buyer becomes the *offeror*. However, the offeror can be the seller.

For example, a buyer makes an offer which is unacceptable to the seller. The seller counters with an offer to sell on different terms than those offered by the buyer.

Here, the seller has **terminated** the buyer's offer by *rejection*. He has done so by making a *new offer* back to the buyer, called a *counteroffer*. The seller has now become the offeror.

The buyer, as the offeree under the counteroffer, must now decide whether to accept or reject the seller's offer to sell.

To a large extent, the terms *offeror* and *offeree* are useless in practice. The cast of characters in a real estate transaction are better viewed by their more common names, such as:

- buyer and seller;
- landlord and tenant;
- lender and owner; and
- broker and client.

Once each person is identified by the title given their position in a transaction (buyer, seller, etc.), then the offer or acceptance conduct each person engages in sets the rules for their conduct under a purchase agreement offer or counteroffer — as the *offeror* or *offeree*.

What is an offer?

To be valid, **an offer** must:

- show a serious *intent to enter* into an agreement;
- be *definite and certain* in detailing the essential elements, such as price, terms of payment, property identification and conditions for performance; and
- be *communicated* to the person who can accept the offer.

The buyer's signing of a purchase agreement form which has been properly filled out will satisfy the first two conditions of intent and terms.

However, consider a seller who puts his real estate up for sale without contracting for the services of a listing broker.

A buyer responding to the “For Sale By Owner” sign writes the seller a letter expressing an interest in buying the property, so long as a broker is not used. The buyer asks what price the seller **expects to receive**.

The seller writes back, stating:

“As long as your offer would be in cash, I see no reason why we could not deal directly I expect to receive \$450,000 for the property. Please let me know what you decide.”

The buyer responds:

“Have agreed to buy your real estate on your terms ... would appreciate a contour map as we are desirous of building at once”

The seller refuses to convey the property claiming a binding contract was never entered into since his letter to the buyer was a mere invitation for an offer — a *solicitation* by the seller for an offer from the buyer — not a **serious intent** by the seller to enter into a sales agreement.

Does the seller’s letter stating the cash price he **expected to receive** constitute an offer to sell which the buyer could accept?

No! The letter did not show a serious intent to contract. Rather, the letter was an **invitation** to the buyer to make an offer. Since the letter lacked words of an offer to sell, a reasonable buyer could not have believed the letter was intended to be an offer capable of acceptance. [**Richards v. Flower** (1961) 193 CA2d 233]

Similarly, the following communications with respect to the purchase of real estate are not offers:

- listing agreements;
- offers made in jest [Restatement 2d Contracts §18];
- advertisements;
- letters of intent (LOI) to contract [Rest.2d Contracts §26]; or
- preliminary negotiations or letters of proposal.

Terms and conditions

For an offer to be accepted and a binding contract formed, the offer’s terms of payment and conditions of the performance must be **definite and certain**.

Should a breach of an agreement occur and litigation be pursued, a court must be able to glean from the agreement what the parties intended, and whether enough terms exist to enforce performance of the agreement or determine a party’s losses.

For example, a landlord and tenant sign a lease giving the tenant the option to renew the lease. The amount of rent due on exercise of the renewal option are to be “agreed on” at the time the option is exercised.

An **option** is an offer which has not yet been accepted. It is irrevocable for a period of time during which it can be accepted, called *exercise*.

Here, the option given the tenant to renew the lease does not specify an essential term (i.e., the rental rate, which is the price to be paid for the use of the property).

Later, the tenant tries to *exercise* (accept) the option (irrevocable offer). The landlord refuses to comply, claiming the option is unenforceable as the rent terms are too vague.

Is the option to renew too vague to be enforced?

Yes! The purported renewal option was merely an “agreement to agree” regarding an intent to change the rent to be charged under the lease, which leaves the option unenforceable. [**Ablett v. Clauson** (1954) 43 C2d 280]

To be definite and certain in its terms and conditions for enforcement, an offer must set forth the **essential elements** of the transaction, such as:

- the *identity* of the parties;
- a *description* of the real estate;
- the *price* and the form in which it will be paid; and
- the *time for performance*. [**King v. Stanley** (1948) 32 C2d 584; CC §1550]

The offer does not need to be on a standardized form to be enforceable. In fact, an offer can even be made on the back of a business card.

Finally, the offer must be **communicated** to the person who is intended to be able to accept the offer.

The offer can only be accepted by the intended offeree. In real estate transactions, the buyer almost always makes the initial offer to buy on terms set forth in a purchase agreement form signed by the buyer. The offer to buy is intended to be accepted by the owner of the property, a person known but not usually identified by name in the offer.

Regular offers

To be certain an offer exists, brokers and their agents in the real estate industry use regular checklist-type forms to transmit offers between buyers and sellers.

A “Real Estate Purchase Agreement” form is used in the purchase and sale of fee simple and existing leasehold estates, such as ground leases, long-term leases or master leases. [See **first tuesday** Form 150]

The California real estate industry has an extensive variety of *boilerplate contracts* for practically any contractually negotiated real estate situation.

The use of a **regular form** in lieu of independently drafted forms to make an offer to buy or sell real estate is justified for two reasons.

First, regular forms satisfy the writing requirements mandated by the Statute of Frauds. [CC §1624]

Second, a regular form gives the agreement between the buyer and seller clarity of meaning and more uniformity than typically results from individually drafted contracts.

However, regular forms are not a cure-all. Regular merely decreases the potential for error or omission by limiting brokers and their agents to the task of filling in blanks and checking the boxes to indicate the provisions included in the contract.

The phrase “all forms are not created equal” becomes most apparent as each publisher’s regular purchase agreement manifests its **inherent prejudice** when the form is put to use.

Purchase agreements at work

Regular purchase agreements set forth the essential terms and conditions of an offer to make it enforceable, complete and clear in meaning.

Specifically, purchase agreements contain clauses for:

- the identities of the parties;
- the location of the real estate sold, leased or encumbered;
- the time for acceptance and performance;
- the time for opening and closing escrow;
- the price and financing;
- title conditions and vesting;
- the physical condition of the property;
- the property’s natural hazards and environmental conditions;
- tax planning; and
- the brokerage fee.

A variety of purchase agreements exist with the terms and contingencies needed for different types of properties and transactions. Thus, a purchase agreement becomes a grand **checklist of provisions** to be considered for inclusion in the final contract by filling in the blanks and checking boxes, or leaving them blank and not a part of the contract.

Chapter 40

Acceptance of an offer

This chapter applies the rules of acceptance and rejection to an offer or counteroffer to buy or sell real estate.

Time and nature of a response

A person making an offer, intending to enter into a **binding agreement** on the terms in the offer, will not have an agreement until:

- the offer is *submitted* to the person with whom he intends to contract, called the *offeree*; and
- that person indicates his intention to enter into an agreement on the same terms contained in the offer by delivering an *acceptance* to the person who made the offer, called the *offeror*.

An **acceptance** is the response to an offer which agrees, without qualification or condition, to the terms of the offer.

Acceptance of an offer in which rights are created and obligations are imposed between two people forms a **binding contract**, also called an *agreement*. A “meeting of the minds” has occurred based on the terms offered and unconditionally accepted, resulting in the agreement.

When an offer is **received** by a person, called *communicated* or *submitted*, the offer can either be:

- **accepted** prior to its *termination*; or
- **rejected**.

No alternative responses to an offer exist. Thus, any response to an offer must fall into one of these two categories.

The process for an **acceptance** of an offer includes several considerations, such as:

- whether the acceptance called for is a promise to perform an act or the actual performance of the act, distinguished as *bilateral* or *unilateral* agreements, respectively;
- who may accept and their identification;
- what documentation is necessary to formalize an acceptance;
- what method or medium is to be used to deliver the acceptance to the offeror, called *communication*;
- what inquiries of clarification need to be made and included as terms in the offer before acceptance; and
- whether to accept prior to termination of the offer.

The other response to an offer is a **rejection**. When a rejection is submitted to the person making the offer, the offer is **terminated**. Thus, on communication of a rejection, an offer no longer remains to be accepted.

Issues affecting an offer which might terminate the offer by **rejection** include:

- a *counteroffer* to the offer [See Form 180 accompanying Chapter 41];
- formal *disapproval* or unacceptability of the terms offered [See Form 184 accompanying this chapter];
- inquiries regarding *clarification* and the inclusion of terms not rising to a rejection;
- *qualifications* or conditions imposed on the offer by a purported acceptance;
- whether a rejection has been submitted; and
- an attempt to accept the offer after a rejection.

To give a promise or to act

All offers to enter into a contract fall into one of two categories based on the **manner of acceptance** called for in the offer, i.e.:

- the **giving of a promise** agreeing to perform as stated in the offer, called a *bilateral contract*, which, for example, exists in exclusive listings and purchase agreements; or
- the **performance of the act** called for in the offer, called a *unilateral contract*, which, for example, exists on the exercise of an option to buy and the taking of an open listing.

Offers made by buyers in real estate purchase agreements signed and submitted to the owner of the described properties form **bilateral contracts** when accepted.

A buyer's purchase agreement offer promising to buy calls for the seller of the real estate to accept by merely **promising to transfer** the property to the buyer on terms set out in the offer. While the seller's acceptance forms the bilateral contract, performance of the actual acts of conveying title and delivering possession as promised by the seller on acceptance will not occur until closing.

Conversely, an option to buy real estate is a **unilateral contract**. An option to buy gives a buyer the **power to accept** the seller's irrevocable offer (to sell) contained in the option granted to the buyer by the owner of the described property.

To accept the irrevocable offer to sell, called *exercise of the option*, the buyer must do an act, usually the opening of an escrow and the deposit of all funds necessary to close the purchase. Until exercise of the option, the buyer has not promised to buy the property. After the buyer exercises the option, the only act then remaining to be performed is the conveyance of title and delivery of possession promised by the owner in the option agreement.

The buyer (or assignee of the right to buy) cannot accept the irrevocable offer contained in the option by merely promising to open escrow and deliver funds, as is required to form a bilateral contract. To accept, the buyer must actually perform all acts required to exercise the option agreement.

	REJECTION OF OFFER		
Prepared by: Agent _____ Broker _____		Phone _____	Email _____
DATE: _____, 20_____, at _____, California. TO: _____ <i>Items left blank or unchecked are not applicable.</i>			
FACTS: 1. This is a response to an offer entitled: <input type="checkbox"/> Purchase Agreement <input type="checkbox"/> Escrow <input type="checkbox"/> Exchange agreement <input type="checkbox"/> Counteroffer <input type="checkbox"/> 1.1 dated _____, 20_____, at _____, California, 1.2 entered into by _____ 1.3 regarding real estate referred to as _____ _____ _____ _____			

STATEMENT:

2. The referenced offer has been submitted to me as the offeree for review and consideration.
3. The terms of the referenced offer are hereby rejected.
4. No counteroffer will be forthcoming.

Offeree's Broker: _____
DRE #: _____

By: _____

I agree to this statement.

Date: _____, 20_____
Offeree's Name: _____

Signature: _____
Offeree's Name: _____

Signature: _____

FORM 184

03-11

©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

Submit the offer; relay the acceptance

Real estate purchase agreements identify the buyer making the offer, but rarely name the seller who is the person to whom the offer will be submitted. The offer describes the property on which the offer to purchase is made.

Thus, the only person who can accept the offer, though unnamed within the buyer's offer, is the person who can deliver title and possession of the described property. Usually, this person is the vested owner of the property, but it might be someone who holds an option to buy the property.

Real estate agreements are nearly always reduced to a writing and signed by all parties due to the mandates of the Statute of Frauds for their enforcement. Thus, it follows that a buyer seeking to enter into an enforceable agreement with a seller will submit his offer to purchase in a writing signed by the buyer.

Further, pre-printed purchase agreement forms all contain acceptance provisions which are devoid of qualifying or conditional language which would destroy any attempt at an acceptance.

Accordingly, the only documentation required of an owner of real estate who accepts an offer submitted by a buyer is to place his signature in the space provided beneath the acceptance provision on the purchase agreement form without adding to or deleting a word in the purchase agreement.

Once the acceptance provision has been signed by the seller, the acceptance must be **submitted** to the buyer who made the offer, called *communication of the acceptance*. When submitted, the process of the seller's acceptance is complete and a binding contract is formed.

Again, real estate related agreements are all in writing and nearly all are on pre-printed forms. The provision in the form authorizing an acceptance of the offer instructs the person accepting about what he must do to accept. Besides signing the **acceptance statement** at the end of the agreement, the acceptance provision requires a copy of the document bearing the acceptance signatures to be *delivered* to the person making the offer, or that person's real estate agent. [See **first tuesday** Form 150 §10.1]

In the case of a seller making an offer which is a counteroffer to an unacceptable offer from a buyer, the buyer begins the process of accepting the seller's offer by signing the acceptance provision in the counteroffer form. Typically, the signed counteroffer is then handed to the buyer's agent. At this point, the process of acceptance is still incomplete — the acceptance has not been communicated to the seller as instructed in the acceptance provision of the counteroffer.

To form a binding contract, a copy of the counteroffer signed as accepted by the buyer must be delivered to the listing broker (or his agent) or the seller himself, if he does not have a broker.

If the buyer's broker is also the seller's listing broker, the counteroffer has been accepted on the buyer's handing the signed acceptance to the broker, unless the acceptance provision requires other steps before acceptance is complete.

When the seller has a listing broker, delivery to the listing broker of a copy of the counteroffer containing the buyer's signature accepting the offer completes the acceptance process. A binding contract is formed at that moment of delivery, even if the listing broker fails to further hand it to the seller, unless the broker is required to do so in the acceptance provision to form a contract.

If the seller is not represented by a broker, delivery by handing or faxing the seller a copy of the counteroffer signed by the buyer forms a binding contract.

Clarifying or refining the offer

On a seller's review of an offer submitted on the described property, the seller advises his listing agent the offer as written needs clarification or possible changes to contain all the terms desired by the seller. Such items might address the escrow period, the note or trust deed provisions in a carryback, a condition or contingency in the offer, or the inclusion of seller and broker disclosures which should be acknowledged in the offer to eliminate exposure to liability.

Thus, the seller seeks to have the offer "cleaned up" or "redrafted" before he accepts it.

Here, the seller considering an offer which can be accepted within three days could instruct the listing agent to either:

- contact the buyer's agent (or the buyer if he has no agent) and ask if the buyer's offer could be clarified or possibly altered to include the seller's suggestions; or
- prepare a counteroffer containing the suggested alterations or clarifications which the seller signs and submits to the buyer.

Without preparing and submitting a counteroffer, an inquiry can be made into the buyer's willingness to include the suggestions. The inquiry for clarifications or changes is not a counteroffer or any other type of rejection of the buyer's offer which would terminate the offer and make a later acceptance impossible.

The seller is merely attempting to get the offer cleaned up, by inducing change or clarification, and doing so apart from and without any disapproval or counteroffer. Should the buyer refuse to clarify or alter his offer, the seller must then decide whether to accept or reject the offer.

However, had an acceptance been attempted which altered the terms of the buyer's purchase agreement offer by *interlineation* prior to signing the acceptance provision, the change of the terms in the offer on acceptance by the seller is a *counteroffer* to perform on different terms. It is a rejection which terminates the offer.

Further, once a rejection (by counteroffer or a change of terms on acceptance) has been communicated by delivery to the buyer, the seller cannot then accept the original offer by signing and delivering a signed copy of the unaltered purchase agreement offer to the buyer — even if the days stated for the acceptance period have not yet expired.

Acceptance period for contracting

An offer is considered revoked:

- by the lapse of time for acceptance stated in the offer; or
- if no time limit exists, by the lapse of a reasonable time without communication of an acceptance.
[Calif. Civil Code §1587(2)]

All offers to buy or sell real estate terminate at some point in time, after which the power to create a contract by accepting the offer no longer exists. Thus, an acceptance, if there is to be one, must be *communicated* to the person who made the offer **during the acceptance period** to form a binding contract on the terms offered.

If the time period for acceptance is not entered or checked in a purchase agreement or counteroffer, the acceptance can be submitted any time during a reasonable period after the offer was submitted. A reasonable period could be any time period ranging from a few days to a week or more, depending entirely on the circumstances surrounding the negotiations.

In nearly all real estate purchase agreements or counteroffer situations, a date or the occurrence of an event is given as the expiration of the acceptance period. Thereafter, no offer remains to be accepted.

Should the buyer's purchase agreement offer expire by its terms, such as three days from the date of the offer, and the seller later signs the acceptance provision and delivers a signed copy to the buyer, the

buyer may act on the “late-acceptance effort” to form a contract by taking steps to **acknowledge the late acceptance**. With the buyer’s acknowledgment of the seller untimely acceptance by the opening of an escrow, the seller becomes bound to the agreement since the buyer’s positive response to a late acceptance is considered a *waiver* of the expiration period for acceptance.

However, the buyer is under no obligation to respond to a tardy attempt to accept. No offer remains to be accepted and no obligation can be imposed on the buyer by the late attempt to accept. The provision for expiration of the acceptance period is solely for the benefit of the person (buyer) making the offer.

Consider a seller who contacts a broker to sell his property. The broker’s agent locates a buyer who makes an offer to purchase the property.

The offer contains a provision stating the offer will be deemed revoked unless accepted in writing within five days after the date of the offer.

The agent is unable to present the offer to the seller until six days following the date of the offer. The seller signs his acceptance of the buyer’s offer and the acceptance is handed to the buyer. The buyer does not respond by a writing “accepting the acceptance.”

However, the buyer’s agent dictates escrow instructions which are prepared, signed by the buyer and returned to escrow. The seller refuses to sign his copy of the escrow instructions or proceed with the transaction.

The seller claims his signature accepting the offer does not constitute an acceptance since the buyer’s offer had expired by its provisions for revocation, and a late acceptance becomes a counteroffer which the buyer never accepted.

Did the seller’s untimely submission of his acceptance of the purchase agreement constitute a counteroffer?

No! A counteroffer is an offer which replaces or qualifies a term or condition in the original offer. A late acceptance is not a counteroffer since it does not substitute new or different terms for the terms originally offered. It is just a late acceptance of all the terms and conditions of the offer.

Here, the buyer, by opening escrow, acted to **waive** the acceptance period time limit. Time for acceptance is a condition placed in the offer solely for the benefit of the buyer to eliminate his future exposure to contract liabilities. However, when a buyer acts on a late acceptance by having escrow instructions prepared and signing them, a binding agreement between the buyer and seller is formed. Thus, the seller must close escrow. [Sabo v. Fasano (1984) 154 CA3d 502]

Events terminating the offer

Other events **terminating an offer** contained in a purchase agreement or counteroffer include:

- *death* of either person before acceptance;
- *destruction* of the real estate before acceptance;
- *revocation* of the offer by the person who made the offer by sending a *notice of withdrawal* of the offer by mail, phone, fax, email or agent to the person who could accept, and do so before an acceptance is submitted;

- *rejection* of the offer by the person who could accept, such as occurs on a qualified or conditional acceptance by *interlineation* on the purchase agreement or a formal counteroffer, since the communication of these actions terminate the offer which now ceases to exist and cannot be accepted after a rejection; or
- a *prior sale* of the property to another buyer during the acceptance period for the seller's counteroffer, notice of which is either placed in the mail to the buyer (whether or not received) or hand delivered to the buyer before a copy of the buyer's signed acceptance of the seller's counteroffer is submitted to the seller, the listing agent or other authorized agent for acceptance.

Chapter 41

The counteroffer environment

This chapter examines the seller's response to an unacceptable purchase offer by countering with an offer which consists of terms different from the terms of the purchase offer being rejected.

Meeting the seller's objectives

The preparation of a counteroffer is an occasion when a listing agent and seller have an opportunity to take control of negotiations which a prospective buyer has commenced by the submission of a written purchase agreement offer. For the listing agent, the **counteroffer** is his moment:

- **to care for and protect** the seller by addressing property disclosures to be made by the seller to perfect any agreement the seller may enter into with the prospective buyer; and
- **to clarify** any uncertainties about the buyer's ability to close escrow.

Essentially, a counteroffer allows the listing agent to actually eliminate contingencies regarding disclosures which serve only to cancel or reprice the sale for the seller. At the same time, the listing agent can take steps to establish the buyer's qualifications for any purchase-assist financing and the source of any other funds needed by the buyer to close the transaction.

The environment surrounding the listing agent's analysis of the buyer's offer and the agent's later review of the offer with the seller is nearly always within the control of the listing agent, as it should be.

A prompt, initial review of the offer by the listing agent, alone and before advising the seller it has been received, is necessary to prepare the agent for his call to the seller to set an appointment for a review of the buyer's offer.

On hearing the listing agent has received an offer, the seller's first comments generally tend to focus on the price, transactional costs, the buyer's ability to close escrow and when the seller will be handed the net sales proceeds.

Conversely, the listing agent is primarily concerned with:

- the seller's obligation to the prospective buyer to disclose his knowledge about the property which, if disclosed after entering into a purchase agreement contract, may:
 - affect the price the buyer is willing to pay for the property;
 - lead to the buyer's cancellation of the purchase agreement; or
 - reduce the seller's net proceeds should the seller have to eliminate undisclosed conditions exposed by a late disclosure which are unacceptable to the buyer; and
- the agent's preparation for his appointment with the seller which will cover information needed to be reviewed by the seller before a decision can be made to accept or reject (by a counteroffer) the buyer's purchase agreement offer.

The diligent listing agent

A **listing agent's duty** owed to his seller on the submission and review of a prospective buyer's offer includes:

- advice on the *seller's obligations* to disclose property conditions and obtain clearances or eliminate defects triggered by the buyer's due diligence investigation;
- a review of the agent's concerns about the acceptability or modification of *contingency provisions* which affect closing;
- disclosure of the likely *net sales proceeds* the offer will generate; and
- if the property is other than the seller's personal residence, the agent's knowledge about the profit *tax liability* the seller will most likely incur on the sale.

For example, an agent representing a prospective buyer submits a purchase agreement offer without first obtaining a copy of the listing agent's marketing package on the property. The package contains all the required seller disclosures the seller and listing agent are required to deliver to prospective buyers.

Thus, the buyer does not take into consideration the adverse property conditions **disclosed** in the marketing package when the buyer made his decision about the price and terms on which he is willing to buy the property. However, the buyer will discover these conditions when the disclosures are eventually handed over.

Accordingly, the listing agent's advice to the seller on submitting and reviewing the offer is to counter the offer and include as addenda all the required disclosures. The disclosures, at the agent's insistence when listing the property, have already been prepared and are available for the prospective buyer to approve before entering into a purchase agreement.

Thus, the pre-contract disclosures will eliminate most of the contingencies which affect the price, the amount of the seller's transactional expenses and the buyer's ability to cancel the purchase agreement, all of which concern the listing agent.

By a thoughtful analysis of the buyer's offer prior to meeting with the seller, the listing agent prepares himself to advise the seller on the use of a counteroffer to best respond to the offer. Thus, the agent seeks to reduce the uncertainties about the consequences of an unmodified acceptance of an offer.

Various responses to an offer

Several procedures exist for a seller to respond to an unacceptable offer, especially an offer which, with a few minor changes, would be acceptable to the seller. However, minor changes regarding the selection of the escrow company, the deadline for loan approval, verification of down payment funds, or the sale or purchase of other property constitute a counteroffer.

The listing agent handling negotiations for a change in the terms of the buyer's purchase offer should reduce the seller's (counter) offer to a writing signed by the seller before it is submitted to the buyer. The seller's signed counteroffer manifests his intent to be bound by his offer to sell, if the buyer accepts.

The seller's counter to an unacceptable purchase agreement offer can be written up by the listing agent and submitted to the buyer using any one of the following formats:

1. Prepare the seller's offer on a **new purchase agreement form**, possibly on a different and more appropriate form for the transaction than the form used by the buyer's agent. No reference is made in the seller's new offer to the rejected purchase agreement offer previously submitted by the buyer. This new original offer prepared by the listing agent will be signed first by the seller and listing agent, then submitted to the buyer for the buyer's acceptance or rejection.
2. Prepare the seller's offer on a **counteroffer form** which includes, by reference, all the terms and conditions of the buyer's offer. Modifications are then entered on the counteroffer form stating the terms and conditions sought by the seller which are different from those in the buyer's offer which are unacceptable to the seller. [See Form 180 accompanying this chapter]
3. Dictate **escrow instructions** based on an agreement orally negotiated with the buyer (or buyer's agent) to resolve the seller's dissatisfaction regarding the terms and conditions in the buyer's offer. The instructions are submitted to the seller and buyer for signatures. On receipt by escrow of copies of the instructions containing the signatures of all parties, the escrow instructions then become the only agreement entered into by both the buyer and seller. Here, the escrow company becomes a sort of secretarial service used by agents who do not take the time to prepare a written counteroffer themselves.
4. **Alter the original written offer** the buyer has already signed by deleting unacceptable provisions from the face of the document and entering the differing provisions sought by the seller, a process called **deface and interlineate**. The altered purchase agreement is then signed by the seller in the acceptance provision and returned to the buyer as the seller's counteroffer. This counteroffer and acceptance procedure is called **change and initial**, and is used when a counteroffer form is not made available and prepared by the listing agent.
5. Set up an **auction environment** (if the current market is composed of too many buyers for too little inventory) by calling for the submission of all offers on a date and at a time set for the seller to accept the best offer of all those presented by prospective buyers, or by creating some other auction situation short of the seller signing multiple counteroffers, an awkward (and typically misguided) response to the receipt of multiple purchase offers.
6. **Orally advise** the buyer's agent about the changes required before the buyer's offer will be acceptable to the seller. If the buyer is interested in the property based on those changes, the buyer's agent is asked to prepare and submit a new purchase agreement offer signed by the buyer for the seller to consider. This situation requires the buyer to "negotiate with himself," while the seller remains uncommitted to sell on any terms. Here, either the listing agent does not take the time to prepare a counteroffer stating the terms and conditions on which the seller will sell or the seller wants to remain uncommitted.
7. Let the **offer expire**, then resume negotiations with the buyer and his agent if the buyer still has an interest in the property.

The counter is an offer

The rules for preparing and submitting a counteroffer and those for accepting a counteroffer to buy and sell real estate are the same rules applied to determine whether an offer made by a seller has been submitted to the buyer or an acceptance by the buyer has occurred to form a binding contract.

Real estate agents instinctively consider submitting written offers from a buyer to a seller to comply with the rule requiring a written agreement, signed by the buyer and seller to form a real estate contract. Likewise, they should automatically submit written counteroffers from sellers to buyers when the seller will not accept the buyer's offer.

For example, on the buyer's receipt of a seller's counteroffer, the buyer may be unwilling to accept the terms stated, but be willing to submit an offer on different terms. In essence, a counter to the counter. The buyer's agent also uses a counteroffer form to prepare the buyer's new offer.

The buyer's counteroffer, by reference, includes all the terms and conditions of the seller's counteroffer (which itself may reference and include all the provisions in the buyer's original offer). These referenced terms are then modified by entry on the counteroffer form of terms and conditions contrary to those sought by the seller.

Alternatively, the buyer's agent could draft an entirely fresh purchase agreement offer setting forth the terms agreeable to the buyer.

Forms for entering into agreements usually are flexibly worded for the signatories to merely reflect, "I agree to the terms stated above." The wording eliminates concern about whether the buyer or seller must first sign the document to make an offer or counteroffer.

Defacing a signed document

Listing agents sometimes delete terms or provisions in a signed purchase agreement they have received by lining them out with a pen or covering them with white-out, called *defacing*. The agent then adds copy to the document to replace the deleted material, called *interlineation*.

The seller then signs the altered document agreeing to the terms of the offer as modified, a counteroffer technique called **change and initial**. However, it is improper conduct for anyone to in any way alter the contents of an original document once it has been signed.

Consider the plight of a buyer's agent who is industriously working to locate unimproved land for a client. He contacts the owners of several suitable properties by mail, soliciting information as to whether they will consider selling their property. One absentee owner who responds indicates he would entertain an offer from the agent's buyer.

The agent prepares an offer which his buyer signs, agreeing to purchase the land on an installment sale arrangement payable over a ten-year period. The signed purchase agreement is sent to the absentee seller. On receipt, the seller calls the buyer's agent to discuss some changes he wants by way of an increase in price and an earlier payoff. The terms discussed are acceptable to the buyer.

The buyer's agent prepares another purchase agreement offer reflecting the changes sought by the seller, which the buyer signs as a fresh, new offer. The offer is sent to the seller. On his receipt, the seller calls the buyer directly. They orally negotiate a cash price payable in 20 days.

To write up the new terms, the seller makes extensive changes to the buyer's second purchase agreement offer by **striking out** the price, terms of payment, closing date, title changes, due diligence investigation contingency provision, etc. On the face of the document, the seller then enters the terms and conditions which replace the stricken ones.

The seller signs the purchase agreement indicating he "agrees to all the terms stated" and returns it to the agent. The changes correctly reflect the changes the buyer agreed to by phone. To accept the modified

purchase agreement, the buyer then **initials** all the significant changes made by the seller, but does not initial every minute and minor entry made by the seller. No changes or additions to the document are made by the buyer. The buyer does not re-sign the original purchase agreement in addition to his initializing the changes.

The purchase agreement with the buyer's initials throughout is returned to the seller, who receives it. The agent dictates escrow instructions which are prepared reflecting the final terms as agreed to in the changed-and-initialed counteroffer. The buyer signs and returns his copy of the instructions; the seller does not.

The agent calls the seller asking him to sign and return the escrow instructions and the deed. The seller says they have no deal since the buyer did not initial each and every entry made by the seller on the purchase agreement. The seller claims the failure to initial each minute change he made was a **qualified acceptance** which did not form a binding agreement.

Here, the seller and buyer did enter into a binding and enforceable purchase agreement. The **essential terms** needed as a minimum to provide the certainty and clarity required to establish an enforceable real estate purchase agreement between them existed and were initialed.

Further, and significantly, the buyer did not make any changes or add any wording to the offer. By returning the initialed and unaltered counteroffer, the buyer indicated he intended to accept of the seller's (counter)offer as submitted by the seller.

Also, the failure to initial minor and nonessential provisions was inadvertent and not necessary to determine the performance required of the seller to deliver a deed in exchange for cash. [**Kahn v. Lischner** (1954) 128 CA2d 480]

In retrospect, had the buyer's agent been directly involved in the final counter-proposal made by the seller, he would have prepared yet another new original purchase agreement offer. It would have been signed by the buyer and sent to the seller to sign and return.

However, the seller did commit himself in his counteroffer to sell on terms which were certain. The buyer should have again signed his name at the end of the agreement and dated it to demonstrate he "agreed to the terms stated above," which on signing would have included all the changes made by the seller on the face of the document.

Had the seller been represented by an agent, his agent properly would have prepared the counteroffer on either a counteroffer form or a new purchase agreement form for the seller to sign. The prepared form would have contained those terms the seller entered by interlineation into the buyer's original purchase agreement offer.

Then, the buyer's acceptance of the counter would have been simple. He would agree to buy on the terms stated in the seller's counteroffer by simply signing the seller's (counter)offer and delivering the counteroffer with the signed acceptance.

Chapter 42

Contingency provisions

This chapter highlights the inclusion of contingency provisions in purchase agreements to allow buyers and sellers to either confirm their expectations and meet objectives or avoid closing the transaction.

Conditioning the close of escrow

The contents of a purchase agreement is a collection of provisions generally called *terms and conditions*. While **terms** focus on the price and the (terms for) payment of the price, **conditions** address:

- the *performance* by the buyer and seller of their closing activities; and
- **occurrence of events** required before escrow can close on the transaction.

Thus, each condition which is the subject of a provision must either be shown to exist or come into existence, by its occurrence or approval, before the purchase agreement can be enforced and escrow closed. Alternatively, the condition can be waived as though never part of the purchase agreement.

Thus, all purchase agreements contain one or more provisions “conditioning” closing on the “elimination of a contingency.”

When conditions are the subject of *contingency provisions*, the conditions are categorized based on whether they:

- are to occur (events and activities), called *event-occurrence contingencies*; or
- are to be **approved** (information, data, documents and reports), called *further-approval* or *personal-satisfaction contingencies*.

These **contingency provisions** grant the buyer or seller, or both, the *power to terminate* any further performance of the purchase agreement should an identified activity or event fail to occur or a condition be disapproved.

Also, provisions containing conditions are also classified by the sequence or order in which they are to occur or will be performed by the buyer or seller. Thus, the occurrence or approval called for is either:

- a *condition precedent* to the performance of an activity by the other person, such as the seller’s delivery of documents for the buyer’s approval or disapproval; or
- a *condition concurrent* to be performed without concern for the other person’s activities, such as the buyer proceeding with financing or the seller putting his grant deed into escrow.

Distinguishing conditions still further, they may be *breached* or excused on failure to occur. Some conditions **must be performed**, such as the seller’s delivery of title, making the failure to perform them and close escrow a breach of the purchase agreement. Other conditions are the subject of contingency provisions and might not occur or be approved, in which case the failure of one or both parties to further perform and close escrow is excused.

However, under any type of contingency provision, the buyer or seller benefitting from the contingency holds an option to “do away with” any further performance of the purchase agreement and escrow instructions, called *cancellation*.

Conditions precedent and concurrent

While all contingency provisions are conditions, it must be well understood that not all conditions agreed to in the provisions of a purchase agreement are contingencies. Contingency provisions authorize the cancellation of the purchase agreement and excuse any further performance. Other conditions must be met since they are not contingencies, in which case a failure to perform becomes a **breach**.

For analysis, conditions found in purchase agreements which are classified by the sequence in which they are to be performed or occur are distinguished as follows:

1. **Conditions precedent:** consists of contingency provisions calling for the occurrence or approval of an event or condition which **may or may not occur**.

Examples include the buyer obtaining a written loan commitment, the recording of a purchase-assist loan, approving due diligence investigations, the sale or acquisition of other property, etc. Here, the contingency provision may be eliminated by its occurrence and the transaction proceeds toward closing. Alternatively, if the event or approval is not forthcoming, the person authorized to cancel may exercise his right to terminate the transaction, doing away with any further performance of the purchase agreement and escrow instructions, called cancellation.

2. **Conditions concurrent:** consists of noncontingent, mandatory performance provisions calling for the buyer or seller to perform some activity which **must occur**. If the activity does not occur, the purchase agreement has been breached by the person who promised to perform or was obligated to cause the activity or event to come about.

Examples include the failure of the seller to produce promised information, data, documents and reports on the property or deliver a clearance, grant deed or title insurance policy as agreed. The failure to deliver is a breach which allows the other person to either terminate the transaction by notice of cancellation and recover his money losses or pursue specific performance of the purchase agreement.

Before escrow can proceed on to closing, contingency provisions must be eliminated. Contingency provisions (conditions precedent) included in purchase agreements are **eliminated** by either:

- *satisfaction* of the condition by either an approval of the data, information, documents or reports identified as the subject of the provision by the person holding the right to terminate the transaction, or by the occurrence of the event called for in the provision; or
- *waiver* (or expiration) of the right to cancel the transaction by the person authorized to cancel, if the identified condition or event has not been satisfied by its approval or occurrence.

Thus, the buyer or seller who does not have the right to terminate the transaction under a provision and avoid closing the transaction must perform all his remaining obligations on the contract, called conditions concurrent.

He must act without concern for the other person's performance under the purchase agreement, unless the other person must first perform some activity before he is able to comply. For example, the seller providing a Natural Hazard Report before the buyer can review it and approve its contents. [See **first tuesday** Form 150]

The obligation of a buyer or seller to complete noncontingent (concurrent) activities required of him to close escrow exists in spite of the fact the other person may not have yet fully performed, or that the other person has a right to later cancel the purchase agreement. Examples include the inability of a buyer to originate a purchase-assist loan (or cancel) after the seller has fully performed by delivering all closing documents to escrow.

Content of a contingency provision

Regardless of the type of contingency involved, agents must make sure the contingency provision is in writing, even though oral contingencies are generally enforceable. Written contingencies avoid confusion over content, enforceability and forgetfulness.

Specifically, the content of a written contingency should include:

- a description of the event addressed in the contingency (i.e., what is to be approved or verified);
- the time period in which the event called for in the contingency provision must occur;
- who has the right to cancel the purchase agreement if the event does not occur (i.e., whether the buyer, the seller, or both, can enforce the contingency provision by canceling the transaction);
- any arrangements to avoid cancellation if the contingency is not satisfied or waived (i.e., offsets to the price or time to cure the failure or defect); and
- the method for service of the notice of cancellation on the other person.

Provisions for uncertainties

An agent includes contingency provisions in a purchase agreement in an effort to protect his client from agreeing absolutely to do or cause to occur that which may not occur. The goal at closing is to avoid being forced to accept a situation inconsistent with the client's original expectations or ability to perform when he entered into the purchase agreement.

Without **authority to terminate** the agreement on the failure of the client's expectations, such as the buyer's inability to record a purchase-assist loan or to confirm the seller's representations, the client's inability or refusal to continue to further perform under the purchase agreement and close escrow would be a breach. Thus, the client due to his breach would be liable to the other person, unless the client's nonperformance was justified by some pre-contract misrepresentation (or omission) of facts which led to the client's lost expectations, called deceit.

To avoid a **breach or be excused** from closing escrow, an exit strategy must be agreed to in the purchase agreement. When events and conditions develop which do not meet the expectations or anticipations of the client during escrow, his agent must have foreseen the need to conditionalize the client's continued performance by including contingency provisions in the purchase agreement. [See **first tuesday** Form 159]

But before lacing a purchase agreement with contingency provisions, or allowing the client to enter into one, a prudent agent will first attempt to gather information and clear uncertainties the client may have about the property or the transaction before entering into the contract.

Use of contingency provisions

It is the buyer's agent who, along with buyers, is the primary user of contingency provisions in purchase agreements. From a buyer's point of view, and thus the buyer's agent's perspective, every activity, event or condition which is the responsibility of the buyer to further investigate and approve or cause to occur prior to closing should be the subject of a contingency provision in the purchase agreement. [See **first tuesday** Forms 260 through 279]

Also for buyers, the period for exercise of the right to cancel should be as long as possible. Thus, the right to cancel should be structured to expire no earlier than the date scheduled for the close of escrow. The possibility always exists that the event or approval needed by the buyer to close escrow may never occur.

These conditions range, for example, from applying for purchase-assist financing or retaining consultants for advice on the value or integrity of the property, to making the down payment or providing personal identity information to the title insurance company.

When preparing the purchase agreement, the buyer's agent must rely on his experience to decide which events and approvals the buyer is responsible for and thus need to be the subject matter of a contingency provision.

Then, if the event does not occur, such as the recording of mortgage financing, or are unacceptable, such as the failure of the property on a due diligence investigation to meet expectations, the buyer may cancel and be excused from proceeding. Thus, he can act to avoid closing and not be in default (breach) on the purchase agreement (or end up in a dispute claiming he has been misled by the seller or the listing agent).

Many events and disclosures are the subject of contingency provisions contained in stock forms used by agents. [See Form 159 §11]

However, the boilerplate wording used by different publishers of pre-printed contingency provisions varies greatly regarding:

- the time for gathering and delivering data, information, documents and reports;
- the time period for review of the material received or the occurrence of an event (such as a loan commitment or sale of other property);
- the date set for expiration of the right to cancel the transaction after failure of the event or approval to occur;
- whether a written waiver is to be delivered evidencing the elimination of the contingency provision, without which the other party may then cancel;
- the requirement of a written notice of cancellation should the right to cancel be exercised on failure of an event or condition; and

- the time period for the other person's response to a notice of cancellation to cure the defect or failure, and thus avoid a termination of the purchase agreement.

Typically, several contingency provisions are included in a purchase agreement. Thus, a **uniform method** for terminating the agreement is employed. Termination provisions call for a written notice of cancellation, and how and to whom it is to be delivered, including instructions to escrow. [See **first tuesday** Form 150 §10.5]

Also, approval notices or waiver of contingency provisions need not be called for in purchase agreements.

Contingency provisions are considered to be the grant of an option to terminate a transaction by exercise of the right to cancel prior to the expiration of the option period.

The person authorized to cancel or otherwise benefit from a contingency provision, who does not use the provision to cancel the purchase agreement need do nothing. He simply allows the "option period" for cancellation to expire.

A need does not exist to approve or waive the contingency in order to do away with the right to cancel and proceed to close escrow, unless the purchase agreement wording states an approval or waiver is required to keep the contract alive. [**Beverly Way Associates v. Barham** (1990) 226 CA3d 49]

Conditions not contingent

The condition of the property, namely the physical integrity of the land and improvements, is frequently not disclosed to the buyer before entering into a purchase agreement. Most delayed disclosures fail to comply with the statutory mandates imposed on sellers and listing agents to hand the information to prospective buyers as soon as reasonably possible (ASAP). [Calif. Civil Code §§2079 et seq.; Calif. Attorney General Opinion 01-406 (August 24, 2001)]

The listing agent has a mandated duty, owed to the public, to visually inspect the listed property and note his observations and awareness of property conditions adversely affecting the value on the seller's statutory disclosure document, called a Condition of Property or Transfer Disclosure Statement (TDS).

Not only is it **reasonably possible** for the listing agent to deliver the TDS before his seller enters into a purchase agreement with a buyer, it is mandated by **case law** and the economic imperative of transparency to deliver property disclosures before a price is set in property transactions. Without prior disclosure, the placing of the property under contract is corrupted due to asymmetric knowledge of property facts by the buyer and seller. That corruption is due to the listing agent's failure to deliver the TDS to the prospective buyer before an acceptance.

However, **trade union purchase agreement forms** convert the failure of the listing agent to deliver a TDS before the acceptance of an offer into an unavoidable contingency, which complies with the statutorily imposed penalty placed on the seller for failure of pre-acceptance disclosures. As the subject matter of a contingency, the buyer is granted the right to cancel the transaction when the TDS is belatedly received.

If on review of the tardy disclosures the property conditions do not meet the expectations held by the buyer at the time he entered into the purchase agreement, **the buyer may cancel** the purchase agreement — all due to the dilatory and misleading conduct of the listing agent, a type of fraud called deceit.

However, if the buyer chooses not to cancel as provided him by the contingency, the buyer can close escrow. Thus, he becomes the owner of property which is not in the condition and of the value he was led to believe existed when he entered into the purchase agreement, the result of misrepresentation by omission of facts on the part of the seller or one or more agents. This situation exposes the listing broker to liability for the lost value.

Now applying the same disclosure of facts, consider a diametrically opposed and buyer protective purchase agreement provision written to handle the listing agent's dilatory delivery of the TDS. The provision does not establish a contingency by attempting to limit the rights of the buyer to cancellation on discovery of defects. State codes automatically provide such remedy without a written provision.

Rather, the TDS disclosure provisions call for the buyer to review the seller's and listing agent's post-acceptance property disclosures. The provision grants no one the authority to cancel should the property's conditions be unacceptable or less than expected when entering into the purchase agreement. Instead, it **requires continued performance by all** so that escrow will close as though the property disclosure had taken place before an acceptance of an offer to buy as mandated by legislation.

Any significant discrepancies in the property's condition disclosed in the TDS and not observed or known to the buyer before entering into the purchase agreement allows the buyer to notify the seller of the defects and make a demand on the seller to cure them by repair, replacement or correction. If the buyer fails to give notice, he has let his right expire to demand the correction of previously undisclosed defects noted in the untimely TDS and must now proceed to close escrow. [See Form 269 accompanying Chapter 27]

However, if the buyer makes a demand on the seller to cure those defects first discovered by the buyer on his in-escrow review of the tardy TDS, the seller is required to make the corrections before closing or suffer a reduction in the price equivalent to the cost to cure the noticed defects. Of course, the disclosure of the property's condition before the purchase agreement (or counteroffer) is accepted relieves the seller (and the buyer) of the need to activate this performance provision regarding repairs. [See **first tuesday** Form 150 §11.2]

The time set for delivery of data, information, documents and reports under a contingency provision for approval or disapproval, as well as the date set for delivery of a notice of cancellation given for any valid reason, is always subject to *time-essence rules*. These rules are liberally enforced to meet the closing objectives of the buyer and seller. [**Fowler v. Ross** (1983) 142 CA3d 472]

Unless delivered and until satisfied

Frequently, a contingency provision calls for two events to occur in tandem, i.e., a condition concurrent (routine activities), which must occur, followed by a condition precedent (approval), which may or may not occur.

For example, a seller of a condominium unit first provides documents on the homeowners' association (HOA) to the buyer (the condition concurrent) for what then becomes the buyer's review (the **condition precedent**). Here, the seller must deliver the HOA documents as a prerequisite to the buyer's review of their content for approval or disapproval. The seller must obtain the documents or otherwise cause them to be handed to the buyer. If he does not, the seller has breached the contingency provision and the purchase agreement. [See **first tuesday** Form 150 §11.9]

As for the buyer who receives the HOA documents, he must then enter upon a good-faith review of the document's content under his further-approval contingency provision. After the review and completion

of any further inquiry or investigation into the implications contained in the HOA document's content, the buyer is to either express his approval by waiving or letting the right to cancel expire. However, if he has good reason and an honest belief that he cannot approve of their content, he disapproves the documents by canceling the transaction.

Here, the seller is initially obligated to gather the documents and deliver them to the buyer without concern for what steps the buyer may or may not be taking to perform any of his obligations under the purchase agreement, such as applying for a loan, providing a credit report or approving disclosures he has received.

Consider another tandem-events provision in which the buyer agrees to execute a **promissory note** in favor of the seller in a carryback transaction. The buyer, in a further-approval contingency provision, agrees to prepare and hand the seller a credit application. On receipt, the seller is to review and then approve or cancel the transaction, if the seller has a reasonable basis for disapproving the buyer's creditworthiness.

The buyer's obligation to deliver the credit application is a compulsory event he is required to perform. The failure to deliver the credit application is a *breach* of the further-approval provision since the buyer's delivery of the application is not conditioned on anyone (read: the seller) first doing something. [See **first tuesday** Form 150 §8.4]

On the other hand, the seller on receipt of the credit application is required to review the buyer's creditworthiness.

However, he is not required to approve the buyer's creditworthiness, and if disapproved based on reasonable grounds, the seller is excused from closing escrow if he elects to cancel the transaction. [See **first tuesday** Form 150 §8.5]

Act to close without concern

Other contingency provisions require one person, such as the buyer, to first enter upon an activity (such as signing and returning escrow instructions) without concern for whether the other person, such as the seller, is performing his required obligations, such as obtaining a pest control clearance, an occupancy certificate, the release or reconveyance of liens on title, etc.

For example, a purchase agreement contains a contingency provision calling for the buyer to obtain and record a purchase-assist loan. Should the buyer fail to originate the loan as anticipated, the buyer may cancel the transaction, excusing himself from further performing.

However, the buyer is obligated to promptly initiate the loan application process without concern for whether the seller has commenced any performance of the seller's obligations, such as signing and returning the seller's escrow instructions, providing a deed or ordering out inspections and reports the seller is required to obtain. [**Landis v. Blomquist** (1967) 257 CA2d 533]

A person's performance of an activity which **must occur** versus his taking steps to bring about an event or approve a condition which may or may not occur is an important distinction to be made. One is a breach of the purchase agreement should the mandatory activity not occur; the other excuses any further performance by cancellation should the described event not occur. Both failures permit the purchase agreement to be canceled by the opposing party, but a breach carries with it **litigation and liability exposure**.

For example, the buyer of a nonresidential income property is willing to purchase the property only if the seller cancels a disadvantageous lease held by a tenant. The buyer's agent prepares a purchase agreement with a provision calling for the seller to deliver title and assign all existing leases except the one the buyer is unwilling to accept.

While the seller believes he can negotiate a cancellation of the lease, the listing agent does not want his seller committed to delivering title and then fail to be able to negotiate the cancellation of the lease.

To accept the purchase agreement with provisions calling for delivery of title clear of the lease would place the seller in breach if he is unable to negotiate a cancellation of the lease. The seller would be exposed to liability for the decrease in the value of the property resulting from the lease remaining as a defect (i.e., an unapproved encumbrance) on the title.

Here, the seller should submit a counteroffer prepared by the listing agent calling for the delivery of title to be contingent on the seller's termination of the lease, an **event-occurrence contingency provision**.

Thus, the seller will only become obligated to make a good-faith effort to negotiate the cancellation of the lease. Should he fail to be able to deliver title clear of the lease, he may cancel the transaction and be excused from any further performance, and, importantly, be free of any liability for the failure to deliver title as agreed.

Performing without concern

Many contingency provisions authorize the buyer to exercise his right to cancel at any time up to and including the date scheduled for closing should an identified condition or event fail to occur. In the interim, the seller must fully perform all of his obligations to deliver to escrow all documents needed from the seller for escrow to close. After the seller has fully performed, the buyer, at the time of closing, may then cancel on failure of the condition or event.

The **rights of a seller** in the buyer's contingency provision include assurances that:

- the buyer must act on any cancellation before *the right to cancel expires*; and
- the cancellation is the result of a good-faith effort by the buyer to act reasonably to **satisfy the contingency** so the transaction can close.

Consider a purchase agreement with terms for the payment of the purchase price which include having the buyer obtain a purchase-assist loan. The close of escrow is contingent on the buyer recording the loan since the buyer has the right to cancel if payment of the price cannot be funded by a purchase-assist loan. [See **first tuesday** Form 150 §10.3]

However, the seller has not handed escrow any of the documents or information requested by escrow, the receipt of which is needed to close escrow. The buyer then refuses to submit his loan application and fees to his lender until the seller has fully performed all his obligations for escrow to close. The buyer claims it is futile for him to proceed if the seller has not performed.

In turn, the seller cancels the transaction, claiming the buyer has breached his duty to make a good-faith effort to eliminate the loan contingency by applying for the loan.

Here, the buyer's obligation to take steps to satisfy the loan contingency and the seller's obligation to deliver deeds, termite clearances, etc. to escrow are independent obligations, called conditions concurrent. Thus, the buyer and seller must each perform their part of the closing activities without concern for whether the other person has or is performing.

Also, the seller must, prior to the date scheduled for close of escrow, have fully performed all the acts required of the seller for escrow to close, and perform them at a time sufficient for escrow to close on the date scheduled. The seller must comply even though the buyer's right to terminate the transaction can be exercised by canceling the escrow as late as the date scheduled for closing. [Landis, *supra*]

Sellers who agree to loan contingency provisions for buyers often require a separate and specific time-essence contingency provision to assure themselves that the buyer will act promptly to arrange a loan. In the provision, the buyer authorizes the seller to cancel the transaction if the buyer does not produce a loan commitment or a statement from a qualified lender by a specific date demonstrating that the buyer has been approved for a loan in the amount sought. [See **first tuesday** Form 150 §4.1]

Now, if the buyer fails to timely act on an application to negotiate a loan and arrange for a statement of his creditworthiness to be handed to the seller by the deadline for satisfaction of the condition, the seller may cancel the transaction.

Purchase agreement as binding

The existence of an oral or written contingency provision in a purchase agreement does not render the agreement void, as though it were a mere illusory contract which never was binding.

On the contrary, when an offer is accepted, a *binding agreement* is formed. The overriding issue on forming a binding purchase agreement which contains a contingency provision is whether the purchase agreement will ever **become enforceable** by the elimination of contingencies as satisfied or waived.

For example, the board of directors of a corporation decides the company needs to purchase a warehouse to store inventory. To meet the corporate objectives, the president, on behalf of his corporation, employs a broker who locates a suitable building. It appears the property will be sold to another person before board approval can be obtained authorizing the corporation to enter into a purchase agreement to acquire it.

As the agent authorized to bind the corporation to perform under a purchase agreement, the president, on behalf of the corporation, submits a signed purchase agreement offer to the listing agent agreeing to buy the real estate, conditioned on the further approval of the board of directors within 20 days of acceptance.

The seller accepts the offer after his listing agent explains the purchase agreement will not be enforceable until the board of directors approves the purchase, and thus **eliminates** the contingency.

The corporation, based on the offer submitted by its president and the seller's acceptance, has effectively taken the seller's property off the market while the president completes his due diligence investigation. Further, the board gets a "free look" by controlling the property before deciding on the property's suitability as a warehouse, or whether the terms of the purchase agreement are acceptable.

Here, the seller has a binding commitment from the corporate buyer to purchase the real estate, subject to presenting the purchase agreement and the property selection to the board for approval or rejection and cancellation under the contingency provision. [**Moreland Development Company v. Gladstone Holmes, Inc.** (1982) 135 CA3d 973]

However, the officers and board of directors of any corporate buyer or seller must act in good faith when exercising a contingency provision by cancellation. Accordingly, the officers need to submit the purchase agreement transaction to the board. The board then needs to review the purchase agreement.

If conditions are unacceptable, the board rejects the purchase agreement by preparing a resolution stating their reasonable basis for exercising the corporation's rights under the contingency provision to disapprove of the property selection or the terms of purchase. A notice of cancellation is then prepared, signed and delivered to the seller, together with the corporate resolution, as required by the purchase agreement to terminate the transaction. [**Jacobs v. Freeman** (1980) 104 CA3d 177]

Chapter 43

The elimination of contingencies

This chapter discusses conditions which must be eliminated before a purchase agreement becomes enforceable.

Occur, approve, waive or exercise

As a result of negotiations over the content of a purchase agreement, buyers and sellers frequently include provisions in the agreement which place **conditions** on their duty to close escrow, called *contingencies*. Contingency provisions placed in a purchase agreement grant the authority, which may only be **used for good cause**, to terminate the buyer's duty to pay the purchase price or the seller's duty to deliver title.

Contingencies describe an **event or condition** which the buyer or seller feels must occur or be approved before the purchase agreement transaction can proceed to closing. These contingencies need to be *eliminated* before a binding purchase agreement becomes fully enforceable, obligating the buyer and seller to close the transaction.

Contingency provisions contained in purchase agreements are **eliminated** by either:

- *satisfaction* of the contingency provision by the occurrence of an event or by someone's approval of the conditions contained in information, data, documents or a report; or
- *waiver* or *expiration* of the contingency provision.

On the occurrence or approval as described in a contingency provision, the condition is said to be *satisfied*, such as the buyer's receipt of a loan commitment or approval of disclosures.

If a condition is not satisfied, the **person authorized or benefitting** from the contingency can either:

- *cancel* the transaction by serving the other person with a Notice of Cancellation [See Form 183 accompanying Chapter 44]; or
- *waive* the contingency and proceed with the transaction by notifying the other person the contingency has been waived or by allowing the time period for cancellation to expire. [See **first tuesday** Form 182 accompanying this chapter]

Satisfaction or cancellation

If the **event or approval** called for in the contingency provision does not come about, the person with the right to cancel may *waive* the contingency provision or allow it to expire and proceed to closing. If the contingency provision is not waived or allowed to expire on failure of the event or approval to occur, the purchase agreement transaction can be terminated by the person with the right to cancel.

The person with the right to cancel may only *exercise* the right if they have a **reasonable basis** for the cancellation. If a reasonable basis exists, they can avoid enforcement of the purchase agreement by the other person.

To exercise the right to cancel, a notice of cancellation must be delivered to the other person during the period for timely exercise of the right to cancel and in the manner set out in the cancellation provision. [See **first tuesday** Form 150 §10.5]

Colorful jargon in the real estate industry has **tagged contingency provisions** with such titles as “weasel clauses,” “escape clauses” or “back-door provisions.” These titles suggest a misunderstanding of the ability to use contingency provisions to cancel and avoid buying or selling the property when the person wishing to cancel merely have a change of heart about proceeding with the transaction.

He who benefits may waive bye-bye

Consider a buyer who agrees to purchase property for a price acceptable to the seller. The terms for payment call for the buyer to fund part of the price by obtaining a purchase-assist loan at a particular interest rate with a specific monthly amortization schedule, until paid, e.g., a loan amount of no less than \$200,000 at a fixed rate no greater than 6.5% amortized by monthly payments over a 30-year period.

Included in the purchase agreement is a provision stating the close of escrow is “contingent on” the buyer obtaining the purchase-assist loan, an *event-occurrence contingency provision*. [See Form 150 §10.3]

The buyer discovers that mortgage lenders are raising rates, encouraged by a national monetary policy aimed at dampening an *asset inflation* bubble reflected in fast rising property values. As a result, one loan commitment received by the buyer comes in at a higher fixed rate of interest and a lesser loan amount than sought. Another is for the amount sought, but with a variable rate of interest. Neither commitment falls within the parameters of the terms set for the purchase-assist loan in the purchase agreement. [See Form 150 §4]

The seller is advised the loan commitments do not satisfy the terms called for in the purchase agreement. At the same time, the buyer either hands the seller a notice of waiver of the contingency or lets the right to cancel expire, as called for in the loan contingency provision.

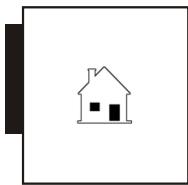
When the seller receives confirmation the loan commitments do not satisfy the contingency provision, the seller cancels the transaction. The seller claims the failure of the loan commitments to meet the conditions set for the loan gives him the power to terminate any further performance of the purchase agreement or escrow.

However, the power to cancel a transaction due to the failure of a contingent event can only be exercised by the person who **benefits** from the inclusion of the contingency provision in the purchase agreement.

Here, the seller has agreed to a **cash transaction**. On closing, the seller will receive net proceeds consisting of cash; nothing else. Thus, while the loan will help the buyer fund the sales price, the existence or nonexistence of the purchase-assist loan has no effect on the seller’s ability to perform or the seller’s net proceeds. The loan contingency does not benefit the seller.

If financing is not available and the buyer could not otherwise fund the close of escrow, the buyer would be in breach of the purchase agreement, unless he had the right to cancel the transaction and be excused from closing. Thus, the event-occurrence contingency provision calling for the recording of a purchase-assist loan was solely for the benefit of the buyer.

Accordingly, only the buyer held the right to cancel the transaction or waive the contingency. The buyer did neither. He did not exercise his right to cancel by **stating he disapproved** of the loan commitment or



WAIVER OF CONTINGENCY

Prepared by: Agent _____
Broker _____ | Phone _____
Email _____

DATE: _____, 20_____, at _____, California.

TO: _____

Items left blank or unchecked are not applicable.

FACTS: This waiver pertains to contingencies in the following contract:

- Purchase agreement
- Exchange agreement
- Counteroffer
- Escrow
- _____

dated _____, 20_____, at _____, California,
entered into between _____, as the _____,
and _____, as the _____,
regarding real estate referred to as _____

AGREEMENT:

The undersigned hereby waives the following contingency: _____

I agree to perform the agreement on its remaining terms and conditions.

Date: _____, 20_____

Signature: _____

Signature: _____

RECEIPT OF WAIVER:

I acknowledge receipt of a copy of this waiver.

Date: _____, 20_____

Signature: _____

Signature: _____

by delivering a notice of cancellation (as required by the contingency provision). The seller's attempt to usurp the benefits of the provision by canceling had no legal effect on the continued enforceability of the purchase agreement. [Wesley N. Taylor, Co. v. Russell (1961) 194 CA2d 816]

Mutually beneficial further-approval contingencies

Now consider a buyer who agrees to purchase and develop real estate.

The seller agrees to carry back a purchase-money note secured by a trust deed which is *subordinate* to a construction loan the buyer is to originate to fund his development of the property. It is agreed the loan is to be approved and insured by the Federal Housing Authority (FHA). Neither the seller nor the buyer are given the written right to cancel if the approval is not forthcoming, although closing is contingent on recording the loan.

The FHA fails to approve the development project for mortgage insurance. As an alternative, the buyer obtains financing for the project elsewhere and notifies the seller he *waives* the FHA-approval contingency. [See Form 182]

On receipt of the buyer's notice of waiver of the FHA further-approval contingency, the seller hands escrow a notice of cancellation and refuses to close escrow. The seller claims the failure to obtain FHA approval excuses the seller's performance as he did not waive his right to an FHA approval.

Can the seller enforce his cancellation of the purchase agreement and escrow instructions when the buyer's application for FHA approval was rejected?

Yes! Here, the FHA approval benefits both the carryback seller and the buyer. Thus, one or the other can cancel the transaction on the failure of the FHA approving the project since the contingency provision did not note who had the right to waive the provision or cancel on failure of the event to occur. Thus, each party who benefits from the inclusion of a contingency provision has the power to exercise the right of cancellation.

The buyer benefits under the contingency since FHA insurance will induce a lender to make a construction loan so he can fund the project.

However, the seller also benefits. An FHA-approved and insured project is additional security (protection) and provides a reduced risk of loss for his subordinated carryback trust deed note.

Thus, the contingency was included for the **mutual benefit** of both the buyer and seller, and cannot be waived — except by mutual consent — and either the buyer or seller may cancel on failure of the buyer to obtain FHA approval. [Spangler v. Castello (1956) 147 CA2d 49]

Waiver implied by conduct

When a buyer's **conduct** leads a seller to believe a contingency benefitting the buyer has been waived and the seller then relies on the buyer's indications by taking steps to complete his performance under the purchase agreement, the contingency is deemed to have been *waived*.

For example, a buyer enters into a purchase agreement with a builder to buy a lot on which the builder will construct a single-family residence (SFR) for the buyer. The purchase agreement contains a provision conditioning the close of escrow on the sale of the buyer's current residence, an *event-occurrence contingency provision*.

However, the buyer does not want to market his current residence for sale and locate a buyer until just before the completion of construction, as he has no other place to live.

The buyer instructs the builder to begin construction based on plans and specifications approved by the buyer for the new home. During construction, the buyer continually reviews the progress of the construction with the builder. Also, the buyer orders changes in the plans and specifications during construction, with which the builder complies. The buyer never tells the builder to stop construction, nor does he advise the builder his current residence has not yet been sold.

On completion of construction, the builder makes a demand on the buyer to fund and close escrow.

The buyer then cancels the purchase agreement and refuses to perform. The buyer claims the contingency provision calling for the sale of other property has not been satisfied, which triggers his right to cancel since the sale of the current residence has not occurred.

The builder claims the buyer's conduct constituted a *waiver* of the contingency, which now requires the buyer to perform.

Here, the buyer, by his conduct in changing the construction specifications and remaining silent concerning the lack of activity on the sale of his current residence during his inspections into the progress of construction, *reasonably induced* the builder into believing the "sale-of-other property" contingency had been considered by the buyer to be waived.

Thus, the buyer's failure to close the transaction was a breach of the purchase agreement since the power to exercise the right of cancellation authorized by the sale-of-other property contingency provision no longer existed after the waiver. [Noel v. Dumont Builders, Inc. (1960) 178 CA2d 691]

Satisfaction by occurrence or approval

Events or conditions identified in contingency provisions, which if not forthcoming allow the transaction to be terminated, fall into two categories:

- those which are satisfied by *occurrence*, consisting of event-occurrence contingency provisions which are dependent on the existence, completion or outcome of an activity or event for their elimination; and
- those satisfied by *approval*, consisting of further-approval and personal-satisfaction contingency provisions calling for the receipt and review of information, data, documents and reports as the conditions to be approved, waived or disapproved by others or by the person authorized to terminate the transaction.

Event-occurrence contingencies

Event-occurrence contingency provisions address the **occurrence** of activities and events, such as:

- the sale or acquisition of other property or the cancellation of a prior sale;
- the recording (or approving) of a lot split or subdivision map;
- rezoning;
- the issuance of a use permit or a variance;
- the approval of building permits;

- the issuance of subdivision reports;
- the documentation from off-record spouses;
- the availability of utilities;
- the availability of hazard/fire insurance;
- the elimination of title conditions, or the release of encumbrances, such as liens or leases;
- building permit compliance;
- providing warranties on appliances;
- a loan commitment;
- the recording of a loan; and
- the deposit of equity financing funds for the down payment.

Further-approval contingencies

Further-approval contingency provisions address the right of a party to the purchase agreement or a third party to cancel the transaction should they disapprove or find the following unacceptable:

- disclosures and inspection reports concerning the physical integrity and natural and environmental hazards of the property sold;
- due diligence investigative reports;
- title reports;
- leases and estoppel certificates;
- rent control restrictions;
- service contracts;
- operating income and expense statements;
- the financial suitability of a carryback note;
- credit reports;
- appraisals;
- tax aspects;
- surveys;
- utilities, well water and sewage conditions;
- use feasibility reports;
- engineering reports on land use;
- existing plans and specifications for building;
- ingress and egress;

- loan commitments; and
- the availability of equity financing.

The buyer or seller with the right to cancel based on a further-approval contingency has a duty to fairly evaluate the condition to be approved or disapproved prior to canceling the transaction, called *acting in good faith*.

The buyer or seller who attempts to terminate a purchase agreement under a right-to-cancel contingency without first acting to satisfy the contingency is taking an unfair advantage of the provision. To not undertake activities necessary to make an informed decision about a condition would allow the transaction to be terminated “at will,” simply because a contingency existed in their agreement.

Personal-satisfaction contingencies

A personal-satisfaction contingency allows the buyer or seller to avoid performance of the purchase agreement if they are not *personally satisfied* with an aspect of the transaction referenced in the contingency provision.

Personal-satisfaction contingencies are identical to further-approval contingencies, except the buyer or seller is the one who approves or disapproves the subject matter of the contingency — **not a third party**.

Since the personal-satisfaction contingencies are essentially the same as the further-approval contingencies, they are judged by the same reasonableness standard when used to cancel a transaction.

Thus, a buyer or seller must have a *reasonable basis for disapproving* a personal-satisfaction contingency before a cancellation of the agreement is permitted.

Approval by waiver

The objective of a buyer’s agent when he includes a contingency provision in a purchase agreement for the benefit of his buyer is to provide the buyer with the ability to cancel the transaction should the **event** fail to occur or the **condition** be disapproved.

If the contingency is to be **eliminated** by approval (waiver) or expiration of the right to cancel, or exercised by cancellation of the purchase agreement prior to the date scheduled for the close of escrow, the buyer is to act by giving the **appropriate notice** to the seller as called for in the purchase agreement.

If the condition reviewed is acceptable or the event occurs, the buyer’s agent may be required by the wording of the provision to prepare a **notice of waiver** to eliminate the contingency. It is then signed by the buyer and handed to the seller, escrow or the seller’s agent, as called for in the contingency provision. [See Form 182]

The buyer may also *waive* the right to cancel and, while neither approving nor disapproving the situation, *eliminate* the contingency provision as called for in the purchase agreement. Here, the buyer’s agent uses the same notice of waiver form used for an unequivocal approval, if the buyer is required by the purchase agreement to notify the seller of the buyer’s intention not to cancel, but to continue with the further performance and closing of the transaction. [See Form 182]

Chapter

44

Cancellation excuses

further performance

This chapter evaluates the conduct of a buyer or seller under a contingency provision in a purchase agreement which cancels their transaction and excuses any further performance.

Exercising the option to terminate

Consider a seller who has agreed to carry back a note which is secured by a second trust deed junior to the existing trust deed note the buyer is to assume. The purchase agreement entered into with the buyer contains a **further-approval contingency provision** which grants the right to cancel the transaction to:

- the seller if the buyer's *creditworthiness* is unacceptable to the seller [See **first tuesday** Form 150 §8.5]; and
- both the buyer and the seller if either one disapproves of the existing trust deed lender's *terms for an assumption* of the loan by the buyer should the terms exceed the loan parameters agreed to in the purchase agreement. [See Form **first tuesday** 150 §§8.6 and 10.3]

On the seller's receipt of the buyer's credit application form, the listing agent orders and receives a report on the buyer's creditworthiness from a credit reporting agency.

The seller, on review of the information with his agent, expresses concern about the buyer's payment history. The listing agent asks the buyer for more information regarding the buyer's income and net worth. Specifically, the agent asks for a **balance sheet** listing assets and liabilities and an end-of-year **financial statement** on the buyer's income and expenses for the past two calendar years.

The buyer promptly supplies the additional financial data. Meanwhile, the listing agent learns the buyer is going to use a line of credit at a bank to finance the down payment called for in the purchase agreement. As this information may affect the carryback seller's decision to exercise his right to cancel the transaction under the credit approval contingency, the listing agent relays the information to the seller.

With all the relevant credit information readily available and known to the listing agent now in the hands of the seller, the seller determines he has **justification** for exercising his option to terminate the purchase agreement transaction and cancel escrow. However, the seller has not yet decided what to do about allowing the transaction to continue.

Gather facts and timely respond

The listing agent is mindful of the upcoming expiration date of the seller's right to cancel and of his duty to protect the interests of the seller. Seeing his client's inaction, the agent advises the seller that if he does nothing to cancel by the expiration of his right he will have lost his ability to be **excused** from completing the transaction, whether or not the buyer's credit is acceptable.

The seller understands he must serve a notice of cancellation on the buyer before the expiration date set in the contingency provision, unless he intends to let the period for cancellation expire and proceed to close escrow.

On the expiration date of the seller's right to cancel, he decides to do nothing. The seller is willing to undertake the additional risks, including the possible need to foreclose, presented by the buyer's insufficient creditworthiness.

In the meantime, the lender has processed the buyer's application to assume the loan and forwarded assumption documents to escrow for the buyer to sign and return. The terms for an assumption demanded by the lender include a modification of the interest rate, a new amortization schedule for payments and a due date not previously included in the note. However, these terms exceed and are more financially burdensome than the loan assumption parameters agreed to in the purchase agreement.

The buyer promptly signs the loan documents and returns them to escrow, together with the assumption fee demanded by the lender. Thus, the buyer, by conduct inconsistent with his right to cancel granted him by the loan assumption contingency provision, has **waived** his right to cancel the transaction. The buyer now no longer has the authority to terminate the purchase agreement for failure of the terms for an assumption to fall within the parameters agreed to in the purchase agreement. [See **first tuesday** Form 150 §10.3]

The seller on learning that the terms for assumption and modification of the existing first trust deed note determines they exceed the parameters of the loan assumption terms agreed to in the purchase agreement. He instructs his listing agent to prepare a notice of cancellation to terminate the transaction and escrow. The notice is immediately signed by the seller and delivered to the buyer and escrow.

Here, the risks of loss presented by the loan modification accompanying the assumption agreement is greater than the risks presented by the terms agreed to in the purchase agreement. Thus, the seller has a valid reason for refusing to subordinate to terms which would put his carryback note at a greater risk of loss of his security than agreed.

The seller's cancellation now allows the seller (as well as the buyer) to avoid any *further performance* of the purchase agreement or escrow since all obligations to close escrow have been *excused*.

An authorized unilateral cancellation

Cancellation of a real estate purchase agreement and escrow is due either to a *breach* of the agreement by the other party or the **failure** of an event to occur or a condition to be approved as called for in a contingency provision. The act of canceling is a *unilateral agreement* since the cancellation of the purchase agreement is undertaken by one person only. Cancellation **does away with** whatever remains to be performed under the purchase agreement, called *termination of the contract*.

Terminated is the right to buy or sell the property and close escrow by enforcing the further performance of the agreement. Thus, a cancellation affects the *future enforcement* of the agreement from the moment of cancellation. However, the cancellation of a purchase agreement does not affect the legal consequences and liabilities for activities and **events which preceded** the cancellation.

Conversely, **rescission** of either an unexecuted purchase agreement (i.e., escrow has not yet closed) or of a completed real estate transaction (i.e., escrow has closed) is a *bilateral agreement* in which both the buyer and seller, acting in concert, **retroactively annul** the purchase agreement from the moment it was entered into.

While a *cancellation* merely brings a purchase agreement to a standstill, a *rescission* returns the buyer and seller to their respective positions **prior to entering into** the purchase agreement, as though they had never agreed to the transaction. The retroactive return to their former, pre-contract positions is called *restoration*.

When both the buyer and seller enter into a rescission agreement, the **restoration** of the buyer and seller to their pre-contract positions eliminates all claims they may have had against each other for conduct which occurred after entering into the purchase agreement and prior to its rescission. A rescission is voluntarily accomplished as part of a mutual agreement to eliminate the purchase agreement, called a *release and waiver agreement*. [See Form 181 accompanying Chapter 46]

Distinguished from a cancellation of the purchase agreement is the unilateral or mutual cancellation of only the **escrow instructions**, without including any reference to cancellation of the purchase agreement. Often, due to a dispute or failure of a contingency, escrow will not close. Here, escrow will issue instructions calling for the return of funds and documents to the party who deposited them in escrow.

These cancellation-of-escrow instructions, signed by both the buyer and seller, need not also call for a cancellation of the purchase agreement. If the purchase agreement is **not also canceled**, the cancellation instructions handed escrow do not interfere with any rights the parties may have to enforce the purchase agreement. Escrow instructions are a separate contract from the purchase agreement.

The purchase agreement remains intact to be enforced to buy, sell or recover money losses. [Calif. Civil Code §1057.3(e)]

Cancellation for a valid reason

A seller or buyer who refuses to hand escrow the instruments (funds and documents) needed to close the transaction or otherwise comply with the escrow instructions has breached the agreement, unless his nonperformance is **excused**.

Nonperformance is **excused**, and the refusal to act is not a breach of the purchase agreement, if:

- a contingency **provision exists authorizing** the buyer or seller or the person benefitting from the contingency to terminate the purchase agreement on the failure of an event to occur or on disapproval of data, information, documents or reports;
- the **event fails** to occur or the condition reviewed is disapproved; and

Figure 1

*Excerpt from first tuesday Form 159 —
Purchase Agreement — Income Property other than One-to-Four Residential Units*

10. ACCEPTANCE AND PERFORMANCE:

- 10.1 This offer to be deemed revoked unless accepted in writing on presentation, or within _____ days after date, and acceptance is personally delivered or faxed to Offeror or Offeror's Broker within this period.
- 10.2 After acceptance, Broker(s) are authorized to extend any performance date up to one month.
- 10.3 On failure of Buyer to obtain or assume financing as agreed by the date scheduled for closing, Buyer may terminate the agreement.
- 10.4 Buyer's close of escrow is conditioned on Buyer's prior or concurrent closing on a sale of other property, commonly referred to as _____.
- 10.5 Any termination of the agreement shall be by written Notice of Cancellation timely delivered to the other party, the other party's Broker or escrow, with instructions to escrow to return all instruments and funds to the parties depositing them. [See **ft** Form 183]
- 10.6 Both parties reserve their rights to assign and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow on either party's written notice. [See **ft** Forms 171 or 172]
- 10.7 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.
- 10.8 Should Buyer breach the agreement, Buyer's monetary liability to Seller is limited to \$_____, or the deposit received in Section 1.

- the person authorized or benefiting from the contingency provision **acts to terminate** the agreement by delivering a notice of cancellation prior to the expiration of his right to cancel. [See Form 183 accompanying this chapter]

When a **valid reason** exists which triggers the buyer's or seller's right to exercise their option to cancel, and they choose not to serve a notice of cancellation on the other party, their option to be excused from further enforcement **expires**.

Conduct less than disapproval

Consider a buyer who has entered into a purchase agreement and later receives a property operating cost sheet from the seller for his review and approval, called an *income and expense statement* or an *Annual Property Operating Data* (APOD) sheet. Receipt commences a **period of review** by the buyer to determine whether to exercise his right of approval and cancellation of the purchase agreement under a contingency provision. [See Figure 1]

The data tends to confirm the general information received by the buyer before making the offer. However, the breadth and depth of the information seems inadequate for a large, long-term investment. Thus, the seller is asked by the buyer's agent to supply additional data and information, including access to all supporting documentation regarding the property's operating history.

The seller claims the information he has already handed over sufficiently discloses the property's operating history and the buyer's request for more data and documents constitutes a disapproval of the information and acts as a cancellation. Thus, the seller says the deal is dead.

Has the buyer, by seeking additional information, disapproved of the condition of the income and expenses, and thus exercised his right to terminate the agreement?

No! The buyer's **request for additional data** on the property's operations is an expression of concern, not a disapproval. Implicit in a request for more information is the notion that a decision of any type has not yet been made.

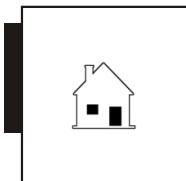
Further, the seller has not fulfilled his obligation to deliver sufficient information to allow the buyer to complete his review and make an informed decision about the acceptability of the property's operations.

Before an agreement is terminated by a buyer exercising a contingency provision, the buyer's conduct must rise to the level of an *unequivocal disapproval* of the condition presented by the data, information, documents and reports supplied by the seller.

For a termination of the purchase agreement to occur, the buyer must either deliver a notice of cancellation, as called for to exercise the right granted to terminate the agreement, or otherwise communicate an *unequivocal rejection* of the disclosed condition to the seller.

Any inadequacy of information perceived by the buyer may result in the buyer's inquiry into the apparent failure or possible unacceptability of the conditions disclosed. A request for more information is to be complied with by the seller as his obligation under the contingency provision.

The seller who fails to comply with a reasonable request for more information made in good faith to assist the buyer in the decision making process of approval or disapproval of the condition under review has breached his obligation under the contingency provision to hand over data, information, documents and reports.



NOTICE OF CANCELLATION

Due to Contingency or Condition

Prepared by: Agent _____ | Phone _____
Broker _____ | Email _____

DATE: _____, 20_____, at _____, California.

TO: _____

Items left blank or unchecked are not applicable.

FACTS:

This is a notice of cancellation and termination of the following contract:

- Purchase agreement
- Escrow instructions
- Exchange agreement
- Counteroffer
- _____

dated _____, 20_____, at _____, California,
entered into by you and the undersigned, regarding real estate referred to as _____.

CANCELLATION AND TERMINATION:

The above referenced contract and any underlying agreements are hereby cancelled and terminated.

This cancellation is based on:

1. _____
2. _____
3. _____
4. And further, is cancelled for any other legally sufficient grounds not here mentioned.
5. If approved by all parties, the real estate broker(s) and escrow agent(s) are hereby instructed to return all instruments and funds to the parties depositing them.

I agree to this notice and instructions.

See attached Signature Page Addendum. [ft Form 251]

Date: _____, 20_____, at _____, California.

Signature: _____

Signature: _____

RECEIPT AND CONSENT TO CANCELLATION

I acknowledge receipt of a signed copy of this notice and agree to this cancellation and instructions.

Date: _____, 20_____, at _____, California.

Signature: _____

Signature: _____

Thus, the seller has **defaulted** on his obligations, a **breach** which excuses the buyer's further performance until the seller complies with the requests. Further, the seller's breach of the provision allows the buyer to either cancel the agreement or pursue enforcement by a *specific performance* suit.

Post-cancellation waiver attempt

Consider a prospective buyer of nonresidential property who includes a further-approval contingency in his purchase agreement offer calling for his approval of a survey to be furnished by the seller. The seller accepts the offer and a survey is conducted.

The surveyor's observations are delivered to the buyer as agreed in the contingency provision. On the buyer's review of the survey and accompanying report, the buyer discovers the location of structures does not conform to building permits. Thus, the buyer has a reasonable basis for exercising his right to cancel the transaction under the contingency provision.

However, the buyer's agent does not prepare a notice of cancellation form for the buyer to sign and deliver to the seller as required by the purchase agreement for a termination of the transaction. Instead, the buyer advises the seller of his disapproval of the survey in letter form. However, the buyer does not state he is canceling the transaction due to his disapproval.

The seller does not respond to the buyer's disapproval letter in an effort by the seller to work out the discrepancies found in the survey and resolve the differences by an approval of the survey or a waiver of the contingency.

Prior to the date originally scheduled for escrow to close, the buyer's agent prepares a notice of waiver of the further-approval contingency which the buyer signs. On the seller's receipt of the notice of waiver, the seller has escrow prepare unilateral cancellation instructions which the seller signs and hands escrow. The buyer then demands a conveyance of the property as agreed in the purchase agreement, which the seller rejects.

The seller claims the letter disapproving the survey **terminated** the transaction and *excused* the seller (and the buyer) from further performing on the purchase agreement or escrow.

The buyer believes his communication did not cancel the transaction, but merely disapproved of the survey without exercising the contingency provision which has now been waived and no longer affects the enforceability of the purchase agreement.

Here, the buyer **unequivocally disapproved** the conditions disclosed by the survey. As a result, his rejection of the survey by the disapproval was itself an *exercise* of the buyer's right under the contingency provision to terminate the purchase agreement and escrow. The disapproval is as effective as though he had signed a notice of cancellation and delivered it to the seller.

Thus, on disapproval of the survey, the buyer terminated the purchase agreement. The buyer is left without any contract, much less a right to cancel which he may later attempt to waive. [**Beverly Way Associates v. Barham** (1990) 226 CA3d 49]

Chapter 45

Time to perform

This chapter looks into the enforceability of one person's right to cancel a transaction when the other person fails to perform by an appointed date.

Default and cancellation

The short, seemingly harmless *time-is-of-the-essence provision* stands alone amongst the boilerplate provisions of some, but not all, stock purchase agreement forms used to buy and sell real estate in California. By its plain words, the existence of a time-essence provision **gives notice** to the buyer and seller that their compliance by the date scheduled for an event to occur or a condition to be met as called for in the purchase agreement or escrow instructions is **essential to the continuation** of the transaction.

Thus, the bargain built into the purchase agreement by the presence of the **time-essence provision** gives the buyer or seller the right to **immediately cancel** the transaction on the failure of an event to occur or the other person to approve a condition by the appointed date.

By virtue of the multiple number of tasks a typical buyer undertakes to close a transaction, contrasted with the very few tasks imposed on a seller to close, the time-essence clause “stacks the odds” of losing a transaction against the buyer. This condition exists even though the buyer and all the third parties involved on their behalf may have acted with diligence at all times.

Further, for a vast majority of agents who work diligently to clear conditions and close a transaction, the time-essence clause places a **risk of cancellation** on a transaction which is not helpful. Foreseeable delays in closing a transaction exist in all real estate sales.

Worse yet, the time-essence clause has, over the years, consistently demonstrated an ability to **produce litigation** over rights to money or ownership which have been lost or forfeited by a cancellation that is typically initiated by the seller.

*Editor's note — **first tuesday** purchase agreement forms do not contain a time-essence clause. Instead, the purchase agreements authorize agents to extend performance dates by up to one month. [See **first tuesday** Form 150 §10.2]*

Purpose of the time-essence provision

The “common understanding” said to exist as the purpose for including a time-essence clause in a purchase agreement is to **protect the seller from delays** in the buyer’s payment of the sales price. Delays “tie up” both the seller’s ownership of the real estate and receipt of the net sales proceeds beyond the date or period fixed for the transfer of ownership.

Another less logical theory for enforcing appointed dates as deadlines for the occurrence of events or the approval of the conditions called for in agreements containing a time-essence clause is the purported inability of courts to estimate the compensation owed a seller for losses resulting from a delay in the close of escrow due to the buyer’s failure to perform.

However, delays in closing of a few days or even a few weeks or more, while inconvenient, rarely cause any compensable loss of money, property value, rights or property for the person attempting to cancel due to the passing of a performance deadline. Typically, the cancellation by a seller is motivated not by time, but by greater profits to be had elsewhere, i.e., "money is of the essence."

Even if a money loss is incurred due to a delay in performance, the loss is usually sustained by the seller and is easily calculable. Seller losses typically consist of lost rental value (or carrying costs of the property) for the period beyond the appointed closing date to the actual date of closing. An infrequent exception which occurs and causes the seller an incalculable (and uncollectible) loss arises out of the seller's actions in different transactions, such as the seller's reliance on the closing of a sale (not his entry into the sale) to complete some other transaction.

As for the buyer, his losses on a seller's default usually arise out of a missed closing deadline which he needed to meet in order to receive tax benefits or a locked-in (low) interest rate loan.

Termination of rights

An effective **Notice of Cancellation** interferes with the completion of a transaction as initially envisioned by the buyer and seller at the time they entered into the purchase agreement and escrow instructions.

On a proper cancellation, the person terminating the purchase agreement transaction **does not need to further perform** any act called for, including the close of escrow. Further, the transaction has been terminated and the obligations of both the buyer and seller to further perform no longer exist. [See Form 183 accompanying Chapter 44]

For example, the person who **properly cancels** a purchase agreement has the unfettered right:

- in the case of a seller, to **retain ownership** or resell the property to other buyers at a higher price; and
- in the case of a buyer, to keep his funds or use them to purchase other property on a better bargain.

These rights to act, free of purchase agreement and escrow obligations, are the very objectives met by canceling the purchase and escrow agreements. The alternative to canceling both agreements is an attempt to keep the transaction together by determining the additional time reasonably needed by the other person to perform as originally contemplated, and then granting an extension of time in which to do so.

Should the "grace period" of additional time be granted, and then expire without compliance, a cancellation for failure to then perform is most understandable by all involved, and enforceable. [**Fowler v. Ross** (1983) 142 CA3d 472]

Still, an effective **cancellation** by one person forfeits the rights held by the other to close the transaction and receive the benefits bargained for on entering into the purchase agreement. Further, on an effective cancellation, the agents, escrow, lender and title company are all adversely affected by the cancellation's ripple effects since they all lose the time and effort they invested to get the transaction closed.

For example, when a seller cancels, the buyer loses, by *forfeiture*, his contract right to become the owner of the property. Conversely, if the buyer cancels, the seller loses the right to receive funds and be relieved of the obligation of ownership.

Thus, a cancellation by either the buyer or the seller, if proper and enforceable, is the “final moment” in the life of a purchase agreement and escrow. Cancellation spells the end to all expectations held by everyone directly or indirectly affiliated with the sale who would have benefitted by the closing of the transaction.

Editor’s note — For simplicity’s sake, the following discussion will mostly refer to the timing of a seller’s cancellation. However, the discussion fully applies to a buyer’s cancellation as well.

Cancellation factors

For a seller to successfully cancel an escrow based on the failure of an event to occur or a condition to be approved, the **purchase agreement** or escrow instructions should contain:

- a clear **description of the event** which is to occur or the condition to be approved;
- an appointed date or **expiration of a time** period by which the event or approval described is to occur; and
- a written provision stating in clear and unmistakable wording, understandable to the buyer, that the seller has the *right to cancel* the transaction as the consequence of a failure of the event or the approval to occur by the appointed date.

If provisions in the purchase agreement or escrow instructions meet all of the above criteria, then the seller will only be **allowed to cancel** if:

- the seller has performed all acts which must precede, by agreement or necessity, the event or approval triggering the cancellation (in other words, the seller cannot be in default);
- the event or approval **fails to occur** by the appointed date; and
- the seller **performs or stands ready**, willing and able to perform all other acts necessary on the part of the seller to close the transaction on the appointed date for the failed event or approval.

The notice given by the existence of the time-essence provision advises the buyer that his performance of the event which is to occur or be brought about by the date scheduled is **critical to the continuation** of the purchase agreement and escrow instructions. Thus, the time-essence provision sets the buyer’s reasonable expectations of the consequences of his failure to perform, i.e., the risk that the seller may cancel the transaction and the buyer’s right to buy the property will be forfeited.

However, the consequences of the failure of the buyer to perform or for an approval or event to occur depend upon the type of **time-related provision** contained in the purchase agreement and escrow instructions. The different provisions which might be included are:

- a **time-essence provision**, which gives the seller the right to cancel should the event or approval of a condition called for not occur by an appointed date;
- a *seller-may-cancel contingency* provision, which authorizes the seller to cancel should the condition or event not occur, whether or not a time-essence clause exists;

- an *authorization-to-extend* provision, which grants the agents the power to extend performance dates up to 30 days (or other wording indicating an accommodation for delays), whether or not a time-essence clause or a seller-may-cancel clause exists [See **first tuesday** Form 150 §10.2]; and
- an *extension of time granted* by the seller, typically in supplemental escrow instructions, with wording imposing strict adherence to the new performance deadlines and authorizing the seller to cancel on expiration of the extension should the event or approval not be forthcoming.

Elements of a default

Before either a buyer or seller can effectively cancel a transaction, they must “place the other person in default.” Thus, in order for a person to exercise the right to cancel, that person cannot also be in default themselves on the date scheduled for the other person’s performance or the event to occur.

For the buyer or seller to place the other in default, three transactional facts must exist:

- a date crucial to the continuation of the transaction must have passed;
- the condition called for in the purchase agreement did not occur by the scheduled date; and
- the person canceling must have fully performed all activities required of him in order for the other person to perform by the scheduled date, called *conditions precedent*, and have performed or be ready, willing and able to perform, at the time of cancellation, all activities he was obligated to perform in order to close escrow, called **conditions concurrent**.

Was the cancellation timely?

The **setting of a time** for an act or event to occur does not, by itself, automatically allow a purchase agreement transaction to be terminated by one person when the appointed date has passed and the other person has not yet performed.

To permit a cancellation immediately following the expiration of the appointed time for performance, the purchase agreement or escrow instructions must clearly state it is the intention of both parties that the failure by one or the other person to perform by the appointed day will subject his contract rights to forfeiture.

Thus, clear cut wording throughout the purchase and escrow documents must consistently manifest an intent to **make time for performance crucial** to the continued existence of the transaction. If not so worded, the appointed date has insufficient significance to justify instant cancellation.

For example, sometimes the only wording regarding any right to cancel a transaction appears in the escrow instructions. Escrows are nearly always instructed to close at any time after the date scheduled for closing if escrow is in a position to do so, provided escrow has not yet received instructions to cancel escrow and return documents and funds.

Thus, in this example, neither the purchase agreement nor the escrow instructions contain a clause stating “time is of the essence in this agreement.” Further, no clear, unequivocal or unmistakable wording in any contingency provision shows an intent on the part of the buyer and seller to make time of the essence, such as wording giving the seller or buyer the “right to cancel” on the failure of either the other person to perform a described activity or for an event to occur by a scheduled date.



NOTICE TO PERFORM AND INTENT TO CANCEL

Prepared by: Agent _____ | Phone _____
Broker _____ | Email _____

NOTE: This form is used by a party to a transaction who has performed to advise another party who has not performed as agreed to perform by a specified date or expect the transaction to be cancelled.

DATE: _____, 20_____, at _____, California.

1. This notice regards the performance of a Purchase Agreement

- 1.1 entered into between _____, as the Seller, and _____, as the Buyer,
1.2 dated _____, 20_____, at _____, California,
1.3 regarding real estate referred to as _____, and
1.4 escrowed with _____,
escrow number _____, under instructions dated _____, 20_____.

NOTICE TO PERFORM:

- 2. Demand is hereby made on you under the above referenced agreement and escrow instructions to perform**

- 2.1 on or before _____, 20_____,
2.2 as follows:

- 3. It is the intent of the undersigned to cancel this transaction should the performance demanded of you in this notice not occur during the time period given.**

I agree to this notice.

Date: _____, 20_____

By: _____

Signature: _____

By: _____

Signature: _____

Under these examples, which lack time-essence provisions, the time appointed for the delivery of such items as loan commitments, termite reports, funds for closing or clearance of encumbrances from title is merely a “target date” preliminary to establishing the right to cancel.

Time to close extended by notice

To establish the **right to cancel** when time is not stated or established in the purchase agreement or escrow instructions as crucial, the person in default must be **given notice** that the date set as the “new deadline” will be strictly adhered to.

Further, the person in default must be given a realistic opportunity (period of time) after being given a notice to perform before any cancellation would be effective. Continued nonperformance past the new deadline date will be treated as a **default** and escrow can be immediately canceled. [See Form 181-1 accompanying this chapter]

For example, a purchase agreement calls for a buyer to close escrow within 45 days after acceptance. No time-essence clause, cancellation provisions (other than the **implied right** to cancel exercisable on a failure of the other person to perform) or agent authorization to extend performance dates exists. [See **first tuesday** Form 150 §12.2]

The seller agrees with the buyer’s request to extend the date of performance (closing) an additional 30 days during which the buyer is to complete his arrangements to close escrow. Two days after the extension expires, the seller cancels the transaction.

Is the seller’s cancellation of the transaction effective?

Yes! The 30-day extension was a **reasonable amount of time** for the buyer to perform before the seller **exercised** his right to cancel. A further unilateral extension of time is not needed for the cancellation to be reasonable and effective. [Fowler, *supra*]

Now, consider an example of strict compliance with performance dates as “deadlines,” after which the purchase agreement and escrow can be terminated by cancellation for failure of the described activity or event to take place. The **purchase agreement** contains a simple time- essence clause. Authority is not granted to the agents to extend performance dates should the appointed date for performance prove to be an inadequate amount of time for either the buyer or seller to complete or bring about all of their closing activities.

Consistent with the time-essence clause in the purchase agreement, **escrow instructions** provide for an interference with closing of the escrow after the date initially targeted for closing. The instructions authorized escrow to close at anytime after expiration of the escrow period, unless escrow received instructions calling for the return of documents and funds.

One day after the passing of the date scheduled for closing, the buyer cancels escrow. Twelve days later, the seller, using diligence at all times, is able to clear title and close. The seller challenges the buyer’s cancellation as premature and ineffective, claiming the buyer is required to grant him the additional time needed to close escrow before the buyer can **forfeit the seller’s right** to enforce the buyer’s promise to purchase the property.

Is the seller entitled to the additional time he needs to close escrow?

No! The seller was **on notice** by the existence of the time-essence clause in the purchase agreement and the wording of the escrow instructions that the buyer had the right to cancel on failure of escrow to close by the date scheduled. No provision in any document expressed an intent which was contrary to the time-essence provision in the purchase agreement.

Thus, the buyer's cancellation, one day after the appointed closing date, was in accordance with the **intent stated** in the purchase agreement and escrow instructions, i.e., that timely performance was essential to the continuation of the agreement.

More importantly, **escrow was authorized** to return the money and instruments on the demand of either the buyer or seller should the closing not occur on or before the date set for closing. Thus, the buyer was not required to grant the additional time reasonably necessary for the seller to close the transaction. [Ward v. Downey (1950) 95 CA2d 680]

Intent in conflict with time-essence clause

Consider a sale under a purchase agreement (or escrow instructions) which contains a provision **authorizing the agents to extend** the time for performance of any act for a "period not to exceed one month." The purchase agreement also includes a boilerplate provision that "time is the essence of this agreement."

Escrow is for a 60-day period, the end of which is the appointed date for closing the transaction. As usual, the escrow instructions state escrow may close at any time after the date scheduled for closing, unless instructions to the contrary have been received.

On the date scheduled for closing, escrow is not in a position to close due to the buyer's inability to immediately record his purchase-assist loan. The seller immediately cancels escrow in an attempt to terminate the transaction, claiming time was of the essence by agreement.

Can the seller cancel without giving an extension of time when both a time-essence and an authority-to-extend provision exist?

No! The bargain struck by the conflicting provisions controlling performance dates did not contemplate time for the occurrence of activities or events by their appointed dates to be so essential that the transaction could be canceled on the mere passing of the appointed date. The use of a purchase agreement (or escrow instructions) containing wording that "time is of the essence" does not allow for the forfeiture of contract rights on a failure to perform within the agreed time period when **other provisions express a contrary intent**.

When logically possible, courts ignore boilerplate time-essence clauses and enforce the original bargain, if no financial harm results from the delay.

Here, the purchase agreement (or escrow instructions) gave the agents the unconditional right to extend performance dates. Thus, being able to close by the date set for closing escrow could hardly be considered crucial to the continued viability of the transaction. Accordingly, the seller must give the buyer a **reasonable amount of time** to close escrow, i.e., the additional days needed for the agent to record the buyer's loan, before the buyer's failure to perform justified exercising any cancellation rights. [See Form 181-1]

Editor's note — The fact the agents do not exercise the authority granted them to extend the time for performance is of no concern. It is the mere existence of the agents' unrestricted right to extend performance dates by up to 30 days which requires the person canceling to allow the other person a reasonable, additional time period in which to perform before cancellation can occur.

Default needed to justify cancellation

Before a buyer or seller may consider canceling a transaction, the other person must have **defaulted** on his completion of an activity or an event has failed to occur.

For example, a seller cancels a 30-day escrow the day after the date it is scheduled to close. The purchase agreement granted the agents authorization to extend performance dates, including the date for closing, up to 30 days. [See Figure 1]

Thirty-three days later, for a total of 63 days from the date of acceptance, the buyer, using diligence in the pursuit of a loan, obtains final loan approval and has all the funds needed to close escrow.

Is the seller's cancellation effective without first giving an extension of additional time for closing when the buyer has not performed by the date scheduled for the close of escrow?

No! The buyer is not yet in default. Sixty-three days is a reasonable period of time for the buyer to obtain the purchase-assist mortgage funds agreed to in the purchase agreement. Most importantly for the buyer and agents, time for closing was not made crucial to the continuation of the agreement.

Thus, a reasonable period of time must pass before the buyer is in default. Only when the buyer is in default may the seller **exercise** his right to cancel. [**Henry v. Sharma** (1984) 154 CA3d 665]

Now, consider an agent who prepares a purchase agreement and inadvertently fails to set a fixed time period for the opening of escrow. However, the purchase agreement does state an appointed date for closing escrow as 60 days from the date the purchase agreement was entered into.

The buyer fails to sign and return escrow instructions to open escrow.

The seller cancels the transaction 12 days after the date escrow was scheduled to close.

Was the buyer in default at the time of cancellation?

Yes! The buyer was in default for his failure to sign and return escrow instructions. The buyer had an obligation to open escrow within an unstated period of time. Since the time for opening escrow was not agreed to, a **reasonable period of time** for opening escrow is allowed.

A reasonable period for opening escrow is a date sufficiently in advance of the date set for the close of escrow to give escrow enough time to perform its tasks by the date scheduled for closing. The cancellation 12 days after the closing date was effective to terminate the transaction. A reasonable period for the buyer to open escrow ended well before the scheduled closing date.

The buyer, having failed to open escrow before the closing date, was in default on the closing date. Thus, the buyer lost his right to buy the property since he did not cure the default by opening escrow before the date set for closing and the seller's cancellation. [**Consolidated World Investments, Inc. v. Lido Preferred Ltd.** (1992) 9 CA4th 373]

However, a one day delay by a buyer before signing and delivering instructions to open escrow does not allow a (remorseful) seller to cancel the transaction and avoid closing escrow. Reasonably, a **one day delay in opening escrow** is not a default at all, even when time is unequivocally declared to be of the essence in the purchase agreement.

To cancel you must first perform

Consider a seller who wants to cancel a transaction since the **buyer is in default** under the purchase agreement or escrow instructions. Before the seller may cancel, **the seller must**:

- **perform all acts** and cause all events to occur which, by agreement or necessity, are the seller's obligation and must occur before the buyer becomes obligated to perform or can perform, called **conditions precedent**, such as delivering disclosures, reports, etc., or completing repairs requiring the buyer's approval;
- **fully perform all activities** and obligations imposed on the seller which are to **occur at the same time** as the buyer's performance, without concern for whether the buyer has performed, called **conditions concurrent**, such as handing escrow a grant deed and all other information and items required of the seller for escrow to clear title and close; and
- **perform or demonstrate** he can perform all other activities or bring about events which are the obligation of the seller for closing the transaction, whether or not the buyer ever performs, called **conditions subsequent**, such as meeting any requirements of the buyer's lender for repairs or clearances.

Thus, while the buyer may have failed to perform by the time agreed, the seller may not cancel until the seller has performed or stands ready, willing and able to perform under the above three conditions (precedent, concurrent and subsequent), conditions which exist in most purchase agreements and escrow instructions.

When failure to fund is not a default

On the date set for the close of escrow, buyers often have not deposited their down payment funds into escrow as called for in the purchase agreement and escrow instructions. When the deposit of closing funds or the lender's wire of loan funds does not occur as scheduled, the buyer clearly has not yet performed his obligation to close escrow. However, the failure to fund does not necessarily mean the buyer is in default.

The question which arises for a seller who is attempting to cancel when time has been established as essential and the buyer or the buyer's lender has not delivered closing funds, is whether the buyer is either in **default** or is **not yet obligated** to deposit funds.

Escrow, as a matter of custom, will not call for a wire of closing funds from the mortgage lender or the buyer until **escrow is in a position to close**. Escrows, as an entirely practical matter, do not want closing funds sitting in an escrow which is not yet ready to close.

Specifically, before escrow calls for closing funds, the seller must have already fully performed by providing documents (deeds, releases, reconveyances, title clearances, etc.) so the conveyance of title can be insured and property clearances, prorates and adjustments can be delivered and accounted for as called

for in the escrow instructions. If the seller has not delivered instruments so escrow can be in a position to close by the date scheduled for closing, escrow will not make a demand on the buyer (or lender) for funds. The deposit of closing funds would be premature since escrow cannot yet close.

Further, when the closing is contingent on the buyer recording a purchase-assist loan, escrow, as a matter of *commercial necessity*, does not call for the buyer's funds until the lender is ready to fund.

Thus, the buyer has no obligation to deposit any money into escrow and is not in default until escrow has received the lender's documents and requests the buyer's funds, which the buyer **then fails to deliver**. Until the buyer is in default due to a failure to timely respond to escrow's request for funds, any attempt by the seller to cancel is premature and ineffective.

Escrow instructions usually state the buyer is to deposit funds for use by escrow **provided the seller has performed**. Thus, the obligation of the buyer to deposit closing funds is subject to the seller first performing, called a **condition precedent** to the buyer's performance. Therefore, the buyer's "failure" to deposit funds before escrow is in a position to close is **excused**. The seller has failed to hand escrow documents and information sufficiently in advance of the scheduled closing date for escrow to close by the appointed date. [See **first tuesday** Form 150 §12.2]

Consider a seller who is unable to convey title to a buyer and deliver a title insurance policy by the closing date called for in the purchase agreement and escrow instructions. The title company cannot issue a policy as ordered due to encumbrances affecting title, such as abstracts, trust deeds, leases, tax liens, assessments, etc., which have not been released and the amounts needed for discharge and payoff have not yet been determined.

Here, the time for closing has arrived and the seller cannot deliver a marketable title as agreed. Thus, until the seller obtains title insurance for his deed, the buyer is not in default for not yet depositing his funds.

Cancellation right waived by conduct

Even when the date scheduled for a buyer or seller to perform is established as crucial, thus allowing one person to immediately cancel on the other's default, **inconsistent conduct** by the person entitled to cancel constitutes a **waiver** of his right to cancel. Once the right to immediately cancel has been waived, the person who failed to perform by the agreed deadline is **no longer in default**. Until the person who failed to perform is placed in default again, the right to cancel cannot be exercised.

For example, the date set for escrow to close arrives. The seller has not yet handed escrow (or the buyer) clearances which are required before escrow may close.

A few days after escrow is scheduled to close, the seller deposits the clearances with escrow. The buyer then deposits his closing funds on a call from escrow.

Two days later, the seller cancels escrow, claiming the buyer was in default since he failed to deposit his funds by the appointed date.

Here, the cancellation is ineffective and the buyer is entitled to close escrow. The seller **waived his right** to cancel, time having been of the essence, by conducting himself without concern for the passing of the appointed date for closing. The seller failed to deliver up documents or information sufficiently in advance for escrow to meet the deadline. [**Katemis v. Westerlind** (1953) 120 CA2d 537]

However, a **waiver by inaction** does not occur simply because a person's right to cancel the transaction is not immediately exercised on the failure of the other person to perform or an event to occur. **Affirmative conduct must occur** by the person entitled to cancel, not just mere inaction, before the right to cancel under a time-essence situation is waived.

After a waiver of a date scheduled for approval of a condition or occurrence of an event, time must be **reinstated as crucial** to the continuance of the transaction, or a reasonable, additional period of time must have passed after waiver of the right to cancel, before the transaction can be canceled.

Time is best reinstated as essential to the continuation of the transaction by notifying the person who needs to perform that he must perform by the end of an additional period of time, set with sufficient duration as is needed to provide him with a realistic opportunity to perform.

If performance is not forthcoming during the additional period of time, the transaction may be promptly canceled since **strict compliance** with the extension is now enforceable.

Chapter 46

Cancellation, release and waiver

This chapter analyzes the use of cancellation agreements containing release and waiver of rights provisions as a method of eliminating future liability exposure in disputes arising out of listings and purchase agreements.

Known and unknown claims

The vocation of providing real estate brokerage services to members of the public is, in the long run, a rewarding profession. Inevitably, however, the occupational **hazard of a dispute** with a client or another party to a transaction will eventually surface. Disputes arise even though the licensed brokers and sales agents have fulfilled all of their agency duties, acted diligently and cooperated fully with the client and other parties.

Unless the conflict with the client or other party is resolved at the earliest possible moment, the continuing aggravation will take a toll on the agent's time and effort, and possibly on his cash reserves as well.

Also, disputes with a client tend to make the continued representation of the client less effective. At some point in an extended dispute, the broker or agent may well be rendered incapable of logically making normal discretionary decisions in the course of fulfilling agency obligations owed the client.

The unreasonable interference of an uncompromising client, who either claims to have all the right answers or is listening to other advisors who are not privy to the circumstances surrounding the dispute, creates a stressful condition which can easily lead to errors in an agent's judgment.

As always, disputes need to be put to rest quickly, lest they turn into correspondence with attorneys or worse, litigation. When a settlement is not promptly worked out and the agency relationship clarified so the employment can continue on sound footing, the relationship should be terminated.

To terminate an agency relationship due to a dispute, a *release and waiver* must be entered into by all concerned to put an end to an otherwise unresolvable disagreement.

Agency disputes arise during one of three periods in the representation of a client, i.e.:

- the *marketing period* beginning on the agent's entry into an authorization to sell, locate, finance, lease or manage a property and ending on the client's entry into an agreement to sell, buy, finance or lease the property in question;
- the *escrow period* beginning on the client's entry into a purchase agreement, loan agreement or lease and ending on the close of escrow, the transfer of possession or the failure of the transaction to close; or
- the *post-closing period* following the closing of the purchase agreement, loan or lease transaction.

Marketing period disputes

Misunderstandings sometimes occur regarding the extent of the marketing services a client expects out of his broker and the broker's agents. The client's extraordinary expectations might have existed before

entering into the employment agreement or have come about when the agent explained what will be done to market or locate property. Also, outside influences during the marketing period, by others or by a change in the real estate market, may cause the client to believe the agent should be doing more.

Conversely, a seller may become uncooperative in the marketing of the property or simply refuse to hand over property information needed by the listing agent to succeed in his effort to locate a buyer willing to make an offer to buy the property.

For example, a listing agent's **marketing efforts** to present the current status and integrity of a property to prospective buyers are interfered with when the **seller refuses to cooperate** or make reports available. Reports to be provided include home inspection reports, natural hazard disclosures, common interest development documents, local ordinance compliances, property operating expense sheets and rental income data.

Without proper disclosures, prospective buyers cannot readily, if ever, ascertain the value of the property and distinguish it from other properties they are considering.

To resolve disputes when a compromise has been attempted and is unattainable, it becomes prudent to consider *terminating the agency*. If the client decides to unilaterally withdraw the property from the market, cancel the employment (listing/management) or continue to interfere in the sales effort, the client owes the broker the fee called for in the employment agreement. Of course, the listing agent must have diligently performed the brokerage services owed the seller under the listing, whether or not a buyer has been found.

Here, a cancellation agreement form should be prepared and entered into to end the relationship forever. The broker might agree to a mutual cancellation of the listing in exchange for the client's payment of the brokerage fee.

The **consideration for cancellation** ranges from payment of the entire fee to some lesser arrangement. For example, the client might agree to pay a fee should the client relist the property with another broker or sell the property, lease it, etc., during a fixed period of months after the mutual cancellation of the listing. [See Form 121 accompanying Chapter 11]

Further, the broker, on entering into a cancellation, release and waiver agreement, eliminates his exposure to future claims based on a purported failure of agency duties.

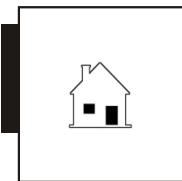
Escrow period disputes

After opening a sales escrow for the purchase of real estate, disputes which arise do so under two types of conditions. Either one may ultimately require the termination of relationships. One set of disputes is of the type classified as *agency disputes*.

Agency disputes arise between the agent and his client after the client has entered into a purchase agreement. The agency, if the dispute cannot be resolved and the representation continued, is terminated in the same manner as the listing period disputes discussed in the previous section.

The other set of disputes is classified as *principal disputes*. **Principal disputes** develop between the buyer and seller and result in a refusal of one or the other to act further to close escrow. The refusal to proceed with the transaction might be excused, justified or constitute a breach of the purchase agreement.

Negotiations to resolve the misunderstandings or differences and close escrow might not be successful. If the escrow dispute becomes unresolvable, the agents should consider recommending that the buyer



CANCELLATION OF AGREEMENT

Release and Waiver of Rights with Distribution of Funds in Escrow

Prepared by: Agent _____ | Phone _____
Broker _____ | Email _____

DATE: _____, 20_____, at _____, California.

Items left blank or unchecked are not applicable.

FACTS:

1. This mutual cancellation and release agreement with waiver of rights pertains to the following agreement:

- Purchase agreement
- Exchange agreement
-

1.1 dated _____, 20_____, at _____, California,

1.2 entered into by _____, as the Buyer, and _____, as the Seller,

1.3 whose real estate brokers (agents) are

Buyer's Broker _____

Seller's Broker _____

a. If an exchange is involved, the first and second parties to the exchange are here identified as Buyer and Seller, respectively.

1.4 regarding real estate referred to as _____.

1.5 Escrow Agent _____ Escrow Number _____.

AGREEMENT:

2. Buyer and Seller hereby cancel and release each other and their agents from all claims and obligations, known or unknown, arising out of the above referenced agreement.

3. The real estate broker(s) and escrow agent(s) are hereby instructed to return all instruments and funds to the parties depositing them.

4. Costs and fees to be disbursed and charged to Seller, or Buyer.

4.1 \$ _____ to _____

4.2 \$ _____ to _____

4.3 _____

5. The parties hereby waive any rights provided by Section 1542 of the California Civil Code, which provides: "A general release does not extend to claims which the creditor does not know or suspect to exist in his or her favor at the time of executing the release, which if known by him or her must have materially affected his or her settlement with the debtor."

I agree to the terms stated above.

See attached Signature Page Addendum. [ft Form 251]

Date: _____, 20_____

Buyer's Name: _____

Signature: _____

Buyer's Name: _____

Signature: _____

I agree to the terms stated above.

See attached Signature Page Addendum. [ft Form 251]

Date: _____, 20_____

Seller's Name: _____

Signature: _____

Seller's Name: _____

Signature: _____

and seller terminate the purchase agreement. At the same time the buyer and seller cancel the transaction, they should release each other from any claims they may have against one another, by entering into a *cancellation, release and waiver agreement*. [See Form 181 accompanying this chapter]

As for the agent's concern about his liability exposure for any type of claim the disgruntled buyer or seller may assert against each other or the broker, the cancellation, release and waiver agreement entered into by the buyer and seller also **releases everyone involved** in the transaction. Thus, any *liability exposure* the agents and client may have due to the transaction is eliminated.

Post-closing disputes

After closing a transaction, brokers and their agents are occasionally brought into *annoyance disputes* by buyers disgruntled over the condition of the property, its improvements, the neighborhood, hazards of the location, zoning, easements held by neighbors, fence locations, operating expenses, tenant problems, etc. The expectations of a buyer are always high, as with any new owner of property. The condition of a property is almost never as rosy as it appeared before taking possession.

Buyers, believing they have gotten less than they bargained for, often attempt to **shift responsibility** for payment of expenses they have incurred to cure typically insignificant obsolescence, deterioration, wear and tear or inadequacies in electrical or plumbing needs. Worse yet, they may seek to recover a portion of the purchase price on a claim the property value received was measurably less than the price they paid.

In context, the listing broker is not the guarantor of any obligation the seller may owe the buyer for defects. However, it usually is the broker who is the first person put upon by a disgruntled buyer to "cure the problem."

Brokers and agents often pay some of these claims to permanently remove themselves from the disputed purchase. However, on the first payment by anyone in a settlement to resolve a dispute in a closed transaction, the broker should demand a *release and waiver agreement*. Once the buyer has "raided the cookie jar," he may well be back for more. This agreement puts an end to it. [See **first tuesday** Form 546]

The documentation

A mutual **cancellation agreement**, which does not include a release of claims or a waiver of rights, merely serves to *terminate* any further activity under the existing agreement or agency relationship. Thus, all parties are *excused* from further performing since the agreement and relationship have been terminated.

In essence, the cancellation "does away with" the remainder of the purchase agreement that has not yet been performed. A cancellation, by itself, does not affect the responsibilities of the buyer, seller, brokers or agents, for their activities which proceeded the cancellation.

Conversely, a *rescission and restoration* agreement returns the parties to the respective positions they held before entering into the terminated agreement, more commonly called a *release and waiver of rights*.

A *release agreement*, signed by all parties to a transaction as part of a cancellation agreement, retroactively extinguishes all **known claims** in disputes the parties have between themselves. Thus, the release agreement is general in that it ends all liability between the parties for those claims **actually known** to the parties to exist in the dispute.

However, a **general release** does not affect unknown claims later uncovered. [Calif. Civil Code §1542]

Thus, a category of claims remain unresolved, i.e., those which might exist, come into existence or be later established and are unknown to the parties on entering into a general release, called *unknown and unsuspected claims*. To eliminate these unknown claims, a **waiver** of the right to later pursue these claims must be included with a general release and made part of the mutual cancellation agreement. [CC §1542]

A written, signed release agreement does not require new consideration to be paid for the cancellation, release and waiver to be enforceable as a bar to further claims. [CC §1541]

Chapter

47

The seller's breach

This chapter illustrates the conduct of a seller which constitutes a breach of the purchase agreement and imposes liability on the seller for any increase in property value, the buyer's expenses and interest on the amounts recovered.

Failure to act or act timely

On occasion, a buyer's agent in a real estate sales transaction will be confronted with conduct by the seller which interferes with the close of escrow. The seller's conduct is inconsistent with or contrary to those activities the seller is required to perform before escrow can close.

Examples of **seller interference** with a buyer's acquisition of property include the seller's failure to (timely):

- return escrow instructions;
- deliver closing documents;
- provide escrow with information on the existing lenders so payoff demands, beneficiary statements or assumption papers can be ordered on existing loans;
- deliver seller identification information for title insurance purposes;
- eliminate agreed-to defects and previously undisclosed property defects known to the seller and unacceptable to the buyer;
- arrange or permit inspection of the property by the buyer, appraiser, home inspector, city inspector, etc.; or
- close escrow.

Thus, the seller is not fulfilling the objectives of the purchase agreement he entered into with the buyer to **voluntarily perform** under the escrow instructions. As a result, the buyer is either unable to proceed toward closing or has fully performed (or his further performance is excused due to a cancellation by the buyer), and escrow cannot close due to a failure on the part of the seller to act.

Typically, the seller's refusal or failure to timely act under the purchase agreement and close escrow arises during dramatic increases in the value of the type of property he has just agreed to sell to the buyer. Thus, a better bargain can be had by the seller with other buyers since the seller has either agreed to a below market price or the market value was or has risen dramatically above the price agreed to in the purchase agreement.

As a result, "seller remorse" has set in, manifested by his efforts to trigger a default by the buyer which will justify terminating the purchase agreement.

Faced with the failure of escrow to close, due to the seller's *nonperformance* or *obstruction* of the buyer's efforts to close escrow and the inability of the buyer and agents to induce the seller to **voluntarily close escrow**, the buyer must make a pivotal decision regarding his bargained-for ownership of the property.

The decisions available to the buyer, called *remedies*, when the seller breaches the purchase agreement or escrow instructions include:

- **abandoning the transaction** by entering into a mutual cancellation of the purchase agreement and escrow instructions with the seller, agreeing to do nothing further to enforce the right to purchase the property or seek a money recovery from the seller, other than a return of the buyer's good-faith deposit;
- **acquiring the property** by pursuing enforcement of the purchase agreement and escrow instructions;
- **pursuing the recovery of money** when the buyer **wants to acquire** the property but cannot now do so due to the seller's conveyance of the property for a measurably higher price to another person who was unaware of the pre-existing purchase rights held by the buyer; and
- **pursuing the recovery of money** when the buyer can, but **no longer wants to acquire** the property, and the value of the property was measurably higher on the date the seller canceled escrow than the price the buyer agreed to pay.

An unsuspecting buyer who acquires the ownership of real estate without actual knowledge or recorded notice (constructive knowledge) of a pre-existing enforceable purchase agreement held by another buyer regarding the same property is referred to as a *bona fide purchaser* (BFP). As a BFP, the buyer pays consideration for the acquisition of property and takes title without knowledge of a claim to the property held by the other buyer. [Calif. Civil Code §3395]

Economic motives in a rising market

Market conditions surrounding a seller's refusal to voluntarily cooperate with a buyer and transfer property under a purchase agreement usually consist of:

- seller pricing power (due to too little inventory for too many prospective buyers);
- cyclically moderate to low mortgage interest rates; and
- a generally recognized trend in price increases, commonly referred to as a "hot (seller's) real estate market."

It is during these economic "boom" or "bubble" periods of fast upward movement in real estate prices that sellers often agree to sell property before checking out their property's value.

The failure to ascertain the value of the property before the seller enters into a purchase agreement sometimes results in his later discovery (prior to closing) that the sales price agreed to is significantly below the present worth of the property. It is then that the seller determines additional money can be had by simply canceling what is now viewed as a "bad bargain" and reselling the property to another buyer at a higher price.

The end game for all sellers of real estate is to net the most money possible on a sale under current market conditions. However, when a seller decides to cancel a sale so he can position himself to resell the property at the higher market value, he merely encourages the buyer to pursue the same end game for himself, i.e., the recovery of money from the seller equal to the increase in price received on a resale by the seller.

Thus, if the seller is pursued by the buyer for the difference in price, the seller will be unable to retain the financial advantage he sought to attain by breaching and reselling at a higher price.

Misplaced reliance on an adverse party

Consider an owner of nonresidential real estate who lives out of the area. The absentee owner is solicited by a buyer's agent seeking to locate properties suitable for his buyer. The owner responds indicating he will sell the property, but does not know its value. He requests an indication of its value from the buyer's agent.

The owner is a sophisticated and intelligent individual capable of understanding that the buyer and the buyer's agent are his adversaries in negotiations.

After phone calls and correspondence exchanging information about the property, the buyer's agent states he does not want to express an opinion of value on someone else's property, but has shown his buyer **similar properties** offered at \$200,000. The owner does not indicate what he believes the value of his property might be, but acknowledges he knows the market value of nonresidential property is on the rise.

The buyer's agent prepares a purchase agreement offer for a cash price of \$250,000. The buyer signs the offer and it is faxed to the owner.

The owner accepts the offer and the buyer's agent promptly dictates escrow instructions, which the buyer signs and returns. The buyer, on receiving and reviewing the preliminary title report, advises escrow he will place the balance of the cash price into escrow when escrow calls for funds. The owner does not return escrow instructions or the deed for conveyance of the property.

The owner then visits the community where his property is located. For the first time, the owner inquires into the worth of his property by contacting some local agents. On his initial superficial inquiry, the owner finds that the property is worth considerably more than the price he has agreed to receive.

The owner quickly determines he has entered into an extremely bad bargain concerning the price the buyer has agreed to pay. Another buyer is located and a price of \$750,000 is agreed to. Escrow is opened with the new buyer and closed immediately.

Meanwhile, the original buyer is involved in a futile attempt to close his escrow with the owner. When asked by escrow to sign and return the escrow instructions and the deed, the owner claims the agreement he entered into with the buyer was never a binding contract due to the buyer's **misrepresentation of the property's value** and the owner's reliance on the valuation to set the sales price. Thus, he explains, they have no deal.

The original buyer decides he no longer wants the property (or will not pursue acquiring it since the new buyer is a BFP).

Aware he has lost his ability to buy the property under the purchase agreement, the original buyer makes a demand on the owner for \$500,000, the difference between the price agreed to and its worth on the owner's breach based on the price the seller received on the resale of the property.

The owner refuses to pay the demand claiming his refusal to close escrow at the agreed price was **justified** since the property's value was known to the buyer and the buyer's agent, but not to the owner. Thus, he claims, they took advantage of his ignorance of the property's true value, called *misrepresentation*.

Here, the owner owes the buyer the difference between the price agreed to with the buyer and the value of the property on the date the seller breached (\$500,000).

Misrepresentation and deceit

Ordinarily, misrepresentation of a property's value by a prospective buyer and his agent does not, by itself, justify an owner's cancellation of the purchase agreement. Estimates of value made by prospective buyers and their agent's are usually mere expressions of their opinion, not facts to be relied upon by sellers since the buyer and the buyer's agent are **known adversaries** of any seller.

More importantly, the owner in the above example was neither induced or persuaded by the buyer or the buyer's agent to forego an independent investigation into his property's value, nor was the owner in a situation where he could not reasonably undertake an investigation into value.

For a representation of value by the buyer or his agent to be deceitful, the representation made to the owner must be coupled with **some other misfeasance**, bad action or false representation. Further, the owner was neither **gullible** or **ignorant**, nor unable to protect and care for himself as against the buyer or agent who he claims took unconscionable advantage of his ignorance of the property's value. Thus, his reliance on their expressions of value to set an acceptable price did not justify his cancellation.

The owner should have taken the opportunity, as he later did, to retain a broker (and pay him a fee) to determine the value of the property before agreeing to accept a price. [Kahn v. Lischner (1954) 128 CA2d 480]

Recover money, not the property

A buyer who seeks to recover money from a breaching seller, in lieu of title to the property, does so based on **monetary claims** which must fall within three categories of money losses:

- *general damages*, being money **directly expended** in the transaction;
- *consequential or special damages*, being money **collaterally lost** due to the seller's breach; and
- *prejudgment interest* on all monies recovered. [CC §3306]

General damages are monetary losses incurred by the buyer due to his expenditures and loss of value (price increase) that were **directly related** to his acquisition of the property, which he will not now acquire, including:

- **money advanced** by the buyer toward the price of the property, such as deposits held by the agent or escrow, or previously released to the seller;

- **expenses incurred** examining title conditions, inspecting the property, verifying operating income and expenses, and obtaining financing, escrow services, engineering and improvement plans, etc., all called *transactional expenses*;
- **move-in expenses incurred** preparing the property to take possession; and
- the **price-to-value difference** between the price agreed to in the breached purchase agreement and the value of the property on the date of the seller's breach.

Value-over-price on date of breach

Consider a buyer of real estate who enters into a purchase agreement to acquire one of two adjacent lots held by the owner. The purchase agreement contains a provision granting the buyer a *right of first refusal* to acquire the adjacent lot, also called a *preemptive right to buy*.

The right-of-first-refusal provision sets the price of the adjacent lot at \$400,000, but does not state an expiration date for the right to buy it. Thus, the buyer believes he has the right to buy the adjacent lot should the owner decide to sell it at anytime during the owner's lifetime. A further, more formal, memorialization of the right of first refusal is not entered into. No memorandum of the right is recorded. The transaction closes.

Many years later, the owner conveys the adjacent lot to another person for \$880,000. The person who acquires the adjacent lot has no knowledge of the outstanding right of first refusal which was triggered by his purchase. Thus, the buyer holding the right of first refusal is unable to exercise his preemptive right and acquire ownership of the adjacent lot. The person who acquired the adjacent lot is a *bona fide purchaser* (BFP), barring any recovery of the lot by the buyer.

The buyer claims the owner has breached the right-of-first-refusal provision in their purchase agreement. Thus, the buyer makes a demand for the monetary value of the lost right to buy since he no longer has the ability to acquire the adjacent lot.

The buyer's demand on the owner is for the sum of \$480,000. The money demand is based on the difference between the price set in the right of first refusal provision and the **value of the property** on the **date of the breach**, plus interest at 10% (the legal rate) on the demand from the date of the breach until the demand is paid.

The owner refuses to pay the demand claiming the right of first refusal he granted at the time of the purchase of the first lot **expired** prior to the owner's sale of the lot since the provision did not contain an expiration date and a reasonable period of time for the right to continue in existence has long ago passed.

Can the buyer recover money equal to the **price-to-value difference** several years later at the time of the sale of the lot covered by the right of first refusal?

Yes! The right of first refusal which the owner granted did not express a date of expiration. Thus, the date of expiration becomes the date of the death of the owner who granted the right.

More importantly, the right to buy held by the buyer had not previously been triggered. Thus, the right could not have been exercised by the buyer until the owner triggered the right to buy by deciding to sell

the property. It is the owner's decision to sell that provides the buyer, on notice of the decision (which he did not get), with his first **opportunity to exercise** the right by deciding to buy the property at the price and on the terms stated in the provision granting him the preemptive right to buy.

It is the length of the period **following the notice** of the owner's intent to sell which controls the buyer's actions. Delivery of the notice sets the period during which the buyer may **exercise** his right to buy. If this **period for exercise** is not stated in the right-of-first-refusal provision, it is limited to a **reasonable period** of time which begins to run when the buyer receives notice from the owner of his decision to sell.

Thus, it is the period **after the notice** which expires, not the grant of the right to buy, unless the right-of-first-refusal provision limits the term of the grant.

Accordingly, the buyer's **money recovery** of the value-over-price is the difference between:

- the **value of the property** on the date of the breach, here set by the price the owner received for the property on the resale (the event which triggered the right to buy); less
- the **price agreed** to in the right of first refusal provision as the amount the buyer was to pay for the property on exercise of the right to buy. [**Mercer v. Lemmens** (1964) 230 CA2d 167]

Preparing to take possession

Consider a buyer who enters into a purchase agreement with a builder to construct a new home. The buyer purchases appliances and upgrades the fixtures, which the builder installs.

Later, the builder substantially alters the construction plans for the exterior without the buyer's approval. The buyer demands the builder complete construction under the plans and specifications as agreed. The builder refuses since he has prospective buyers for the property at a significantly higher price.

The buyer decides he no longer wants the new home due to his conflict with the builder. He unilaterally cancels the purchase agreement since the builder has breached the agreement. The buyer now seeks to recover money from the builder, not the property.

Here, the actual **money losses** the buyer may recover from the builder include:

- funds advanced toward the purchase price, including good-faith deposits and monies released to the seller;
- the value-over-price difference between the price the buyer agreed to pay in the purchase agreement and the resale value of the property at the time of the builder's breach;
- expenses incurred to prepare the property for possession (to the extent they exceed the value-over-price difference), i.e., the expenditures made by the buyer for the additional appliances and upgraded fixtures; and
- interest from the date of the breach on all amounts of money recovered.

A buyer is allowed to recover expenditures incurred to prepare a property so he can take possession. The buyer and seller must intend for the expenditures to be incurred by the buyer as a condition in their purchase agreement. Recovery of construction costs advanced by a buyer for upgrades and additions gives

the buyer the *benefit of the bargain* contemplated by both the buyer and seller when they entered into their agreement. However, the buyer cannot enjoy a double recovery for the upgrades he paid for when the price-to-value increase exceeds the cost of the upgrades.

Excluded from recovery are any expenditures by the buyer to purchase furnishings for the new home. The recovery of these expenses are typically not agreed to under a purchase agreement and are not related to the acquisition of real estate. Also, a seller cannot reasonably foresee these **collateral expenses** for home furnishings as becoming his obligation should he breach the purchase agreement.

Consequential damages, naturally

A buyer whose seller has breached their purchase agreement is also entitled to **recover expenses** incurred by the buyer **after the breach**, if the expenditures are the **natural result** of the seller's breach, called **consequential damages**.

For the buyer to recover post-breach expenditures, the seller on entry into the agreement must have known or should have known the expenses would be incurred by the buyer as a **natural and unavoidable result** of the seller's breach of the purchase agreement.

For example, consider a buyer who enters into an agreement to purchase a lot from a builder. The builder also agrees to complete the construction of improvements on the lot and convey the property by an agreed-to date.

Before the builder enters into the purchase agreement agreeing to sell the property and construct improvements, the builder is informed of the adverse tax consequences the buyer will be subjected to if the construction is not completed and the property conveyed by the date scheduled for closing. Thus, **time for performance** by completion of construction and close of escrow is known by the builder on entering into the agreement to be a prerequisite to the buyer's avoidance of profit taxes.

The buyer has sold real estate he used in his trade or business and needs to acquire ownership of a replacement property within 180 days after the sale closed. The time constraint must be met to qualify the sale as an IRC §1031 exempt transaction and avoid reporting profits and incurring state and federal tax liability for the tax on the profits.

However, the builder fails to complete construction and convey the property prior to the date set for closing. Thus, due to the builder's breach, the buyer is unable to avoid payment of the profit tax on the sale of his trade or business property. Also, the buyer is forced to rent another property (and incur moving expenses) until the construction the builder promised is completed.

Here, the **consequential damages** recoverable by the buyer in the form of a **money award** include:

- the full amount of the profit tax the buyer paid;
- the rent paid for the temporary facilities until the improvements were completed (plus the cost of additional moving expenses); and
- interest at 10% from the date the amounts of rent and profit tax were paid by the buyer. [Walker v. Signal Companies, Inc. (1978) 84 CA3d 982]

Interest due from date of loss

A buyer who recovers money losses is also entitled to recover **interest** at the **(legal) rate of 10%**, commencing on the date of the seller's breach, on amounts recovered for:

- the value-over-price money differential recovered;
- money paid toward the purchase price, whether held by the seller or as a deposit in escrow, until the date released to the buyer;
- funds expended on title examination and other transaction expenses incurred preparing to take title;
- expenses incurred while preparing to take possession of the property; and
- **consequential losses**, but only accruing from the date of their disbursement. [**Al-Husry v. Nilsen Farms Mini-Market, Inc.** (1994) 25 CA4th 641]

Consider a buyer who enters into a purchase agreement on a one-to-four unit residential property with a seller. The buyer opens escrow and deposits funds in accordance with the purchase agreement.

Meanwhile, the seller has received a better offer from another buyer. The seller, without telling his original buyer, conveys the property to the second buyer.

The first buyer, whose purchase agreement has now been breached by the seller's conveyance to the second buyer, is **entitled to recover**:

- the increased value of the property on the date of the breach over his purchase price, with **interest on the difference** at the legal rate (10%) from the date of the breach; and
- the refund of his deposits held either in escrow or by the seller, plus **interest on the deposits** from the date of the breach to the date the deposits are returned to the buyer. [**Rasmussen v. Moe** (1956) 138 CA2d 499]

Nonrecoverable losses

A buyer's expenses and losses which are unrelated to the real estate and not intended to be incurred by the buyer based on the buyer's entry into the purchase agreement are not the responsibility of the breaching seller. Losses and expenses **too remote and speculative** to be foreseen by the seller when entering into the purchase agreement as his obligations should he breach are **not recoverable** from the seller.

For example, a buyer enters into a purchase agreement to acquire an unimproved parcel of commercial property. The seller knows the buyer plans to develop the property. Before escrow closes, the seller determines he can get a higher price for the property from other prospective buyers and cancels escrow.

Here, the buyer can recover any increase in the value of the land on the date of breach over the agreed-to purchase price, as may be reflected by the seller's resale of the property.

However, the buyer is **not entitled** to recover the **profits** he would have earned had he been able to acquire and develop the land. Lost profits for the **anticipated use** of the property to be purchased are unrelated to the sale and too speculative to be recoverable by the buyer. [**Stewart Development Co. v. Superior Court for County of Orange** (1980) 108 CA3d 266]

Also, lost income from rents a buyer would have received had he acquired property subject to a long-term lease are not recoverable. The recovery of rents is barred on a different legal theory from consequential losses since rents are related to the property.

Rent produced by income property is a factor used to establish the property's **present value**. To allow the buyer to collect **future rents** from a breaching seller when the buyer does not buy the property and the buyer is awarded a money recovery for the **increase in the resale value** (which by definition is established by the future flow of rents) would be double recovery, i.e., present value of the future flow of rent, plus those future rents. Thus, the buyer would be improperly placed in a **better position** than had the seller performed by conveying the property.

Further, interest serves the same economic function as rents. Both are a **return on capital**. Thus, when a buyer receives interest on the amount of his recovery, the further receipt of future rent would also be an **impermissible double recovery**. [Stevens Group Fund IV v. Sobrato Development Co. (1992) 1 CA4th 886]

Commercial reality of a call for funds

Consider a buyer and seller who enter into a purchase agreement which sets the date scheduled for the close of escrow. However, the purchase agreement does not contain a performance date by which the seller is to deliver documents to escrow. Escrow is opened.

The buyer obtains a commitment letter from a lender for a purchase-assist loan. The lender issuing the commitment informs escrow it will prepare loan documents and fund escrow within five days after its receipt of an estimated closing statement from escrow.

On the day scheduled for closing, escrow is still not in a position to prepare an estimated closing statement or call for closing funds from the lender or the buyer. The seller has not yet submitted a current rent roll statement needed by escrow to prepare the estimated closing statement.

Later that day, the seller submits a current rent roll statement to escrow, completing his performance of all conditions imposed on the seller by the date set for closing. On learning that the buyer has not yet deposited his funds into escrow, the seller hands escrow a written notice of cancellation.

The buyer makes a demand on the seller to convey title as soon as the lender is in a position to fund the loan. The buyer claims his failure to fund escrow by the closing date is excused due to the seller's **untimely delivery** of the rent roll statement to escrow.

Here, the buyer's failure to fund escrow when he had otherwise fully performed was **excused** by the seller's dilatory delivery of closing document to escrow. The seller must now allow escrow to close.

Escrow is a process which depends on the orderly receipt of documents to close the transaction, a process the seller must honor. Thus, as a matter of *commercial reality*, escrow will not call for closing funds from either the buyer or the lender until escrow is in a position to close. In turn, neither the buyer nor the lender will deposit or wire funds until they receive a call from escrow for funds.

Since escrow was not in a position to call for funds due to the seller's untimely performance, the buyer's delivery of funds by the date scheduled for closing was excused and the seller must allow escrow to close. [Ninety Nine Investments, Ltd. v. Overseas Courier Service (Singapore) Private, Ltd. (2003) 113 CA4th 1118]

The seller's obligation to deliver documents and the buyer's obligation to fund escrow are considered mutually exclusive *concurrent conditions*. Thus, they must be independently performed by the buyer and seller on or before the date scheduled for closing. However, in actual practice, escrows require receipt of all documents needed by escrow to close before they will **call for funds**.

Even with all the buyer's and seller's documents in hand, lenders generally need five to seven days to prepare, forward and receive signed loan documents before they will fund.

A provision might not exist in a purchase agreement calling for the seller to deliver documents to escrow prior to the date set for closing. However, the existence in all real estate contracts of an **implied covenant of good faith and fair dealing** imposes a duty on the seller to timely perform by taking action to avoid frustrating the buyer's right to receive the benefits of the contract, i.e., allow time for the buyer and his lender to fund escrow and for the buyer to receive title to the property. [See **first tuesday** Form 150 §12.2]

Chapter 48

The breaching buyer's liabilities

This chapter digests a buyer's liabilities to a seller arising out of the buyer's breach of a purchase agreement for property value decreases, operating/carrying costs and losses on a resale.

First there must be a monetary loss

Consider a prospective buyer of a residence who is informed the seller has already entered into a purchase agreement to acquire a replacement residence. The seller is relying on the sale of his current residence to fund his purchase of the replacement residence.

The prospective buyer makes a written offer agreeing to pay cash for the seller's equity and assume the existing trust deed loan, called a *cash-to-loan transaction*. The seller accepts the offer. Escrow instructions are prepared and signed, and the buyer's good-faith deposit is placed in escrow.

Later, as agreed, the buyer deposits additional funds in escrow. Although escrow is not yet ready to close, the buyer agrees to release some of the down payment money held in escrow so the seller can close his purchase of the replacement residence. The funds are released and the seller acquires his new residence.

The seller vacates the old residence he has **sold** and moves his family and belongings into the new residence.

To consent to the buyer's application to assume the seller's existing loan, the lender demands a modification of the interest rate and payment schedule, and an assumption fee. The buyer refuses to proceed with the loan assumption and cancels escrow.

The buyer makes a demand on the seller to return all funds the buyer deposited into escrow, which the seller rejects.

The seller then makes a demand to be paid the funds remaining in escrow. The seller claims the buyer has **forfeited** all funds since he breached the purchase agreement by not assuming the loan.

The seller promptly re-lists the property and it is **resold** for the same price, but on terms calling for payoff of the existing loan, requiring the seller to pay a prepayment penalty. The seller also agrees to pay the new buyer's nonrecurring closing costs and one point on new financing to be obtained by the new buyer. On closing the resale transaction, the seller's **net proceeds are less** than he would have received on the sale to the original buyer under the breached purchase agreement.

Can the seller recover any money from the original buyer by either:

- retaining all the funds deposited by the buyer; or
- accounting for offsets against the buyer's deposits for the seller's losses?

Here, the seller is entitled to recover his losses. However, he must **account for his actual money losses** caused by the buyer's breach since a *forfeiture of deposits* is not allowed, no matter the wording or initialing of forfeiture provisions.

Depending on the amount of the seller's **total recoverable losses** on the resale, the buyer's deposit will be partially or totally offset by the amount of the seller's losses caused by the breaching buyer. [Allen v. Enomoto (1964) 228 CA2d 798]

Recoverable seller losses

A seller's **total recoverable losses**, summarized here and analyzed in detail in this chapter, include:

- the *operating and carrying costs* of trust deed interest payments, taxes, insurance, maintenance and utilities, which were incurred by the seller during the period between the date of the breach and the date escrow closed on the resale;
- the *increased closing costs* due to the seller's payment of the new buyer's nonrecurring closing costs and financing fees on the resale which reduced the seller's net proceeds compared to the net proceeds the seller would have received from the breaching buyer;
- the *additional resale costs* of the prepayment penalty demanded by the lender on the loan payoff; and
- *interest* on the seller's net equity from the date escrow was to close to the date of closing on the resale.

Resell or retain the property

A seller of real estate who is faced with a **breaching buyer** and the failure of the sales transaction must first decide whether to:

- **enforce** the purchase agreement and have a court order the buyer to close escrow, called *specific performance*;
- **remarket** the property for sale promptly and diligently seek to locate a buyer; or
- **retain the property** and postpone or entirely forego any resale effort.

Editor's note — This chapter illustrates money losses recoverable by the seller who chooses either to retain the property or resell it. Thus, the specific performance remedy is not considered here.

Only a money loss is recoverable

A buyer, due to his breach of the purchase agreement, owes the seller **actual money losses**, called *damages*, which are classified as:

- *general damages*, also called *normal damages*, being the dollar amount of any decline in the property's fair market value as of the date of the buyer's breach below the price agreed to in the purchase agreement;

- *special damages*, also called *consequential damages*, being:
 1. transactional costs incurred by the seller while preparing to close under the breached purchase agreement;
 2. marketing expenses, increased closing costs, and ownership and operating costs incurred to remarket and sell the property; and
 3. any further drop in property value after the buyer's breach for so long as the buyer interferes and stalls the seller's resale effort; and
- **interest** from the date of the buyer's breach to the closing date of a resale of the property on all money and any carryback note the seller was to receive [Calif. Civil Code §3307]; less
- **offsets or credits** due the buyer for:
 1. any rent received from tenants or the *implicit rent* for the owner's use of the property;
 2. the amount of any price increase on the resale; and
 3. the amount of any reduction in the seller's expenses on the resale, so the seller will not be placed in a better financial position than he would have been in had the breaching buyer fully performed. [**Smith v. Mady** (1983) 146 CA3d 129]

Price-to-value as a money loss

When a seller decides to resell the property after the buyer breaches their purchase agreement and the property's value has declined below the price set in the purchase agreement, the seller has incurred a **loss in value** which is recoverable from the buyer. However, the amount of future value decline recoverable after the buyer's breach is limited to two time periods:

- the initial decline in value below the purchase price during the period **before the breach**, which is recoverable as **general damages** or more commonly called a *price-to-value loss*; and
- any further decline in value **after the breach**, which is recoverable only if the buyer **interferes** with the seller's resale effort, also called **special damages** or more commonly called *additional damages*, damages being money. [CC §3307]

The price-to-value loss on the date of breach is recoverable by the seller whether the property is retained, remarketed or resold by the seller.

During periods of reduced regional economic activity, the boom-bust cyclical nature of real estate sales typically causes California property values to drop dramatically below the price the buyer agreed to pay just a few months earlier.

Further, the intangible impacts on a property's market value, due to its "shop-worn" listing status and the "fall-out syndrome" of a lost sale, give the property an aura in the local real estate market which negatively affects some buyers and their brokers. This aura is often reflected in a further dampening of the property's value on the date of breach. [**Bouchard v. Orange** (1960) 177 CA2d 521]

To limit the breaching buyer's liability, the seller's loss on a resale at a price lower than the price agreed to by the breaching buyer is limited to the amount of the value decline which occurs by the date of the buyer's breach, not the date of resale. Any further decline in value after the date of breach to the date of resale (or trial, if the property is not yet resold) is recoverable only if the buyer interferes with the seller's diligent resale efforts.

Same or greater price on resale

When property is resold for the same price agreed to by a breaching buyer, or more, and the net proceeds from the resale are the same or the cash equivalent, or more, the price-to-value decline on the date of breach is no longer recoverable. With equal or greater net proceeds on a resale, the seller incurs no money loss, called **general damages**, since he has no loss of value to recover.

To set the dollar amount of the **price-to-value loss** on the date of breach, any "noncash" terms for payment of the purchase price by the breaching buyer and any "noncash" terms for payment of the resale price are adjusted to their **cash equivalency**.

For example, if terms for payment of a sale price include a seller carryback note, the principal amount of the carryback note is adjusted downward to reflect any discount required to convert the carryback paper to its cash equivalent, i.e., its present worth in cash.

Interfering with the resale

A seller might **diligently remarket** the property and still be unable to resell it due to interference from the breaching buyer. Buyer interference with resale efforts usually consists of filing a **specific performance action** and recording a *Notice of Lis Pendens*, or taking possession and refusing to vacate.

When the **breaching buyer interferes** with the resale, the seller recovers any decline in the property's value after the date of breach until the buyer stops interfering with the seller's resale efforts.

For example, a buyer sues a seller seeking specific performance of the purchase agreement. The seller claims the buyer breached the purchase agreement by failing to satisfy contingencies as scheduled. The buyer claims the seller breached when he canceled, thus **excusing** the buyer from further performing. The buyer sues to recover the property and records a **Notice of Lis Pendens**, which **clouds** the marketability of title.

Ultimately, the buyer is held to have breached the agreement and the lis pendens is removed from the record, called *expungement*.

A seller, whether he attempts to resell the property or retains it, generally bears the risk of any fluctuation in the value of the property after the buyer breaches. The breach is the cutoff date for recovery of a decline in value, unless the buyer later interferes.

However, the risk of loss due to a decline in value after the date of breach is shifted to the buyer until the date title is cleared of the recorded lis pendens if the recording interferes with the seller's prompt and diligent efforts to resell the property. [**Askari v. R & R Land Company** (1986) 179 CA3d 1101]

Natural-consequence expenses

A seller who takes the property off the market or is not prompt and diligent in his efforts to remarket and resell it after the buyer's breach is limited in his recovery of money to his **actual transactional expenses** and any **operating expenses** incurred to fulfill the seller's performance under the purchase agreement up to the time of the buyer's breach.

Recoverable money losses the seller might incur as **transactional expenditures** include:

- escrow and title charges;

- lender charges for beneficiary statements or payoff demands;
- lender or carryback seller charges to process the buyer's credit clearance, loan application or loan assumption; and
- other expenses and property reports incurred in reasonable reliance on the buyer's full performance of the purchase agreement.

However, **ownership and operating expenses** incurred by a seller who chooses to either retain the property or delay reselling the property are not recoverable. The seller, as the owner of the property, remains responsible for the expenses of carrying and maintaining the property since these expenses are not incurred by the seller due to a buyer's agreement to purchase or a breach by the buyer. These expenses are incurred because the seller owns the property.

However, some **operating losses** incurred by a seller due solely to his **compliance** with the terms of a purchase agreement are recoverable, including:

- the seller's *relocation expenses* to reoccupy the property if he vacated after all contingencies allowing the buyer to cancel were eliminated;
- rental income lost after the breach on **units left vacant or vacated** by the terms of the purchase agreement;
- a *crop revenue loss* due to the planting season having passed at the time of the buyer's breach; and
- a price drop on the **late harvest** of a crop due to the buyer's breach. [**Wade v. Lake County Title Company** (1970) 6 CA3d 824]

Replacement property

Consider a buyer who enters into a purchase agreement knowing the seller intends to acquire replacement real estate with the net proceeds from the sale. After all the buyer's contingencies are eliminated and no uncertainties remain about the buyer's full performance, the seller enters into a purchase agreement to buy replacement property without conditioning his purchase on the "sale of other property."

The buyer then breaches and the seller is unable to complete his purchase of the replacement property. The seller incurs expenses and losses to avoid liability for having unconditionally agreed to purchase the replacement property.

Expenses incurred on the replacement property transaction are recoverable since:

- the buyer knew when he entered into the purchase agreement that the seller intended to contract to purchase replacement property based on the buyer's agreement to purchase; and
- the seller agreed to purchase other property in reasonable reliance on his buyer closing the sales escrow since all contingencies had been removed and no obstacles to closing existed, except for the breach. [**Jensen v. Dalton** (1970) 9 CA3d 654]

Operating losses during the resale period

A seller who, after his buyer breaches, promptly takes steps to diligently remarket the property for sale may recover his operating expenses and carrying costs of the property incurred **after the date of breach**, subject to offsets for rent credit, owner's use, etc.

Recoverable operating losses and carrying costs are limited to those the seller incurs during the period beginning on the buyer's breach and ending on the earlier of:

- the date a **resale closes**;
- the **trial** judgment on the breach; or
- the date of **withdrawal** of the property from the resale market.

The seller who decides to promptly resell the property and then recover any losses from the buyer has a duty to the breaching buyer to limit the operating and ownership losses, called *mitigation of damages*. To do so, the seller must take immediate steps to market the property for resale within the shortest possible time. [Spurgeon v. Drumheller (1985) 174 CA3d 659]

To begin calculating the seller's net loss, the seller's costs of maintaining his ownership are totalled. However, the recoverable operating expenses and carrying costs of the property incurred by the seller during the resale period are limited to operating and ownership expenses understood by the buyer to exist at the time he entered into the purchase agreement.

However, the buyer is **due a credit** for the rental value of the seller's occupancy, called **implicit rent**, and any rental income received by the seller from the property after the buyer's breach.

Thus, for a seller to recover on-going losses incurred to carry the ownership of the property before resale or trial, a full accounting of income, expenses and the carrying costs of financing is required.

Interest on recovered losses

A seller is also **entitled to interest** on the losses and expenditures he recovers for the decline in the property's value, expenses of the breached transaction, resale related expenses and the carrying costs of the property during the resale effort. [CC §3307]

Unless the purchase agreement states otherwise, the interest is collectable at the legal annual rate of 10%, accruing from the date the recoverable loss or expenditure was incurred, called *prejudgment interest*. [CC §3289(b)]

If the seller **retains the property**, no property operating or value losses after the breach are recoverable on which interest can accrue.

For the seller who **diligently remarks** the property for resale, recoverable resale costs and out-of-pocket carrying costs of the property not offset by rental income or the rental value of the seller's use of the property accrue interest from the date of each expenditure.

Had the buyer performed and closed escrow, the seller would no longer own the property. The seller would have received the net sales proceeds for his equity in the property.

Since escrow did not close and the seller did not receive the net sales proceeds for his equity, the question of whether he is entitled to interest on his **net equity** turns on the seller's use of the property at the time the purchase agreement was entered into.

For example, a **seller's use** of the subject property falls into one of two categories:

- **income-producing property** used as the seller's residence or to house the seller's trade or business (implicit rent) or held out as a residential or nonresidential rental; or
- **non income-producing property**, such as vacant land or the seller's vacant residence.

Rents received from income producing property are the **economic equivalent of interest** on the dollar amount of the equity. Thus, for the seller to also receive interest on his equity in income-producing property until it resells would be a nonrecoverable windfall, a double recovery on his equity in the form of both interest and rent, which are **economic equivalents**.

The seller who occupies the property until it is resold is charged for the value of his use, called **implicit rent**. The amount of implicit rent is an offset against all money recoverable from the breaching buyer, including interest on the seller's equity.

For vacant unused land or the seller's vacant residence, a breach by the buyer again fails to convert the seller's equity into cash or cash equivalent. Thus, the seller temporarily retains ownership of the equity, which may be increasing, decreasing or remaining the same depending on price fluctuations for the property's market value until it is resold.

Since the resale seller cannot recover his equity in vacant property from the breaching buyer (except by specific performance), can interest be collected on the equity?

First, any interest due on the dollar amount of the net equity can only accrue from the **scheduled closing date** of the breached contract — the date the benefits from the breached sale in the form of cash for the seller's net equity would have been received by the seller — up to and ending on the **date of resale or trial**. Any interest due accrues at the legal rate of 10%. However, if the seller agreed to an installment sale, the note rate for the carryback paper would be the controlling rate.

Next, if the breached purchase agreement contains a provision limiting the dollar amount of losses the seller can collect, the losses recoverable would be controlled by the agreed-to limit, except for the accrual of interest which would be an additional amount. [See **first tuesday** Form 150]

Thus, when the buyer breaches an agreement to purchase vacant, non-income producing property, interest is due on the net sales proceeds the seller would have received on the sale, until the property is resold.

Chapter

49

Liquidated damages provisions

This chapter surveys the unenforceability of liquidated damages provisions in real estate purchase agreements and the limitation on a breach to the recovery of actual money losses.

Windfalls and responsibility for losses

Everyone understands the fundamental premise that when you wrongfully cause another person to lose money, you are responsible for **repayment** of the loss. This economic concept was codified for real estate transactions in 1872 and remains intact today. [Calif. Civil Code §3307]

However, an equally fundamental premise holds that windfalls are abhorred by all since they are unearned.

These two precepts are disturbed by the inclusion of a **liquidated damages provision** in a purchase agreement.

Use of a liquidated damages provision is an attempt to:

- **limit a buyer's responsibility** for payment of losses he inflicts on another; and
- **provide the seller with a windfall** at the buyer's expense.

The contractual liquidated damages provision creates aberrations in the natural expectations held by everyone in the transaction.

For instance, a seller expects to lose nothing of value in exchange for what is the buyer's good-faith deposit should the buyer fail to close the transaction. However, the buyer expects a refund of his good-faith deposit if he does not acquire the property.

Ironically, the listing agent looks at the liquidated damages provision in the purchase agreement as a way to be paid a small fraction of the fee he earned. Erroneously, brokers do not bargain for payment of a full fee by the buyer when the buyer breaches the purchase agreement. All of these expectations are without concern for the amount of money the seller and agents lost, or that the breaching buyer caused the losses and should reimburse them.

A **listing agent**, being charged with a **duty of care** for his seller, needs to understand the contractual and financial nature of his seller's position under a purchase agreement so he can properly advise the seller when the purchase agreement is breached by a buyer. When the buyer breaches and the seller cancels the purchase agreement, the seller still **owns the property**, although with no further claim by the buyer of a right to acquire it.

Also, the **good-faith deposit**, even if released to the seller after contingencies have been removed, is the buyer's money until:

- the buyer receives *consideration* (the property); or

- the deposit is **offset by reimbursement** to the seller for his **actual money losses** suffered due to a breach by the buyer.

The seller's purported loss of prospective buyers and prior market synergies and the infliction of seller frustration and inconvenience, all due to the buyer's breach, are not *money losses*. Thus, these ancillary or collateral situations leave the seller with nothing to collect.

However, the seller's agent properly focuses on **resolving a breached** and failed sales transaction by immediately turning his attention to helping his client "clear out" the transaction so the property can be remarketed to another prospective buyer. The listing agent is still obligated to locate buyers under the seller's exclusive right-to-sell agreement, unless it has expired.

Thus, cancellation instructions need to be given to escrow to terminate the breached purchase agreement and escrow instructions, unless the resale value of the property has dropped or the seller has reason to pursue a specific performance action and forego reselling or retaining the property. [See Chapter 48]

Money losses reimbursed

What is the listing agent to do about a buyer's good-faith deposit when the buyer breaches a purchase agreement?

While a listing agent's knee-jerk reaction may well be to get the buyer's funds to the seller so half of the deposit will be earned as a brokerage fee, the first reasonable step to be taken by the agent is to analyze the extent of the seller's loss of money now that the sales escrow is dead. The buyer owes the seller the seller's actual money losses since they are expenditures which will not be reimbursed by a resale. Thus, the seller has a **claim** on the buyer's good-faith deposit as the **primary source for recovery** of the losses.

Fortunately for all, the seller's recoverable losses are quite straightforward for calculating the amount of the demand to be made on the buyer. Getting all the figures for the demand will take time and effort. Presuming, as the listing agent must, that the seller will not interfere with the listing and allow the agent to locate a new prospective buyer, the property will be resold in the near future.

A seller's net sheet used to lay out the net proceeds received on the closing of a **resale**, when compared to a seller's net sheet estimating the net proceeds the seller would have received on the **canceled sale**, will present a fairly accurate representation of the money losses the seller incurred due to a decline in property value and the transactional costs not reimbursed by the resale.

The ongoing operating and carrying costs, if the property remains **rented or used** by the owner prior to resale, generally are not recoverable expenses. The actual or implicit rent usually exceeds the operating expenses and carrying costs of the property until the closing of the resale. Also, operating income and expenses usually are not altered due to the terms of the purchase agreement. Hence, little loss, if any, exists for the seller to recover on his continued ownership of the property.

Demands, challenges and limitations

The seller making a demand on a breaching buyer for the deposit is confronted with a decision as to when to make the demand. The seller may **make a demand** for all or a portion of the good-faith deposit at either:

- the **time of the breach**; or

- after closing a resale of the property when a loss, if any, is known.

To analyze the demand process, first look to the provisions of the purchase agreement used for the sale of a **one-to-four unit residential property** to a **buyer-occupant**. If a liquidated damages (forfeiture) provision is included in the purchase agreement and the buyer and seller both initialed the provision, they have actually agreed that the buyer's good-faith deposit is to be forfeited to the seller on a breach by the buyer.

However, liquidated damages provisions are initially enforceable by a seller only to **set the limit** of the buyer's liability to the seller. Liquidated damages provisions place a ceiling on the seller's recovery at the amount of the deposit agreed to be forfeited.

For example, if the buyer demands the deposit be refunded, the seller becomes obligated to provide an accounting showing his losses **equaled or exceeded** the amount of the deposit in order to keep the entire deposit. Should the losses be **less**, the seller is not entitled to the entire deposit. Thus, the seller can recover the money he has lost up to the total amount of the deposit referenced in the agreed liquidated damages provision, no matter the amount of the deposit.

When a liquidated damages provision exists, the proper initial reaction of the seller and the listing agent is to make a demand on the buyer for the entire good-faith deposit if it does not exceed 3% of the price since this amount of forfeiture is **presumed valid**.

Once the demand for the forfeiture has been made on the buyer — and it will be made without concern for the actual money losses the seller may have experienced or will experience on a resale — the seller merely waits for the buyer's response. If it is positive and the funds are released to the seller, the seller has won the war. Hopefully for the seller, the buyer will not later realize that the seller's actual money losses were less than the amount released and then make a demand for a refund.

However, if the buyer's agent and the buyer are as well informed as the seller and listing agent, the buyer will **challenge** the liquidated damages provision as *voidable* and demand a return of his deposit. Thus, the provision as a forfeiture is unenforceable since the provision's validity is a *rebuttable presumption*.

The seller must have sufficient losses to justify his retention of the entire liquidated damages deposit. In other words, the amount of the deposit, always being arbitrary in amount and coincidental to the price paid, has no relationship to the losses the seller might suffer on the buyer's breach.

Calculating his losses

If challenged, the seller, confronted with the buyer's challenge that the liquidated damages provision is **voidable**, is back to square one. Namely, the seller must now calculate his losses on the resale and his permissible interim operating and carrying costs of the property prior to a resale as though:

- no liquidated damages provision existed in the purchase agreement;
- the amount of the deposit for liquidated damages was more than 3% and thus initially presumed invalid;
- the liquidated damages or liability limitation provision placed a ceiling on the buyer's liability for the seller losses; and

- no provision limiting recovery existed in the purchase agreement restricting the seller's right to recover all his losses.

Under any of the above scenarios, the seller is to itemize his money losses, which include:

- any decline in the property's value by the time of the buyer's breach;
- the seller's transactional costs incurred on the lost sale which are not recoverable on a resale; and
- any increased operating costs or rent losses caused by the purchase agreement with the buyer and incurred prior to the resale.

The buyer will cover these itemized losses from the good-faith deposit up to any dollar limitation set by a liquidated damages or liability limitation provision in the purchase agreement.

The seller who seeks to **recover losses caused by the breaching buyer** when the buyer asserts his right to pay only the seller's actual money losses, needs to:

- proceed to resell and close a resale of the property rather than retain the property;
- calculate the total amount of the price-to-value loss, lost transactional expenses and the loss of nonvalue-added improvements or repair expenditures;
- make a demand on the buyer for the amount of the itemized money losses; and
- if not paid, pursue collection of the lost money and a release of the amount from the buyer's deposit, subject, of course, to any agreed limitation on the dollar amount of the buyer's liability for his breach.

Challenging the validity of a forfeiture

A buyer and his agent, when the seller demands any of the **buyer's good-faith deposit**, need to understand:

- the funds **belong to the buyer** until escrow closes, which will not occur due to the buyer's breach;
- the seller has a **claim against the deposit** for recoverable losses; and
- the buyer is to make a demand on the seller for a statement of *itemized losses* before the buyer will pay any compensable losses incurred by the seller.

Thus, when a liquidated damages provision exists on the sale of a one-to-four unit residential property which is initialed by both the seller and buyer, the buyer's demand for an itemization of the seller's money losses constitutes a *legal challenge* which rebuts the presumed validity of a forfeiture provision for deposits not exceeding 3% of the purchase price.

On making the request of the seller for an accounting, the buyer awaits the seller's response. If the seller fails to respond with an accounting, he either did not incur a recoverable loss or waived any claim he may have to recover his losses.

Limiting the breaching buyer's liability

Without a liquidated damages provision or contract liability limitation provision in the purchase agreement, a seller is entitled to recover the entire amount of his money losses caused by the buyer's breach.

Conversely, the seller is limited in his recovery to the amount of the forfeitable deposit should the purchase agreement (for the sale of one-to-four residential units to a buyer-occupant) include an initialed liquidated damages provision or a contract liability limitation provision.

In either case, if an **accounting** is sought by the buyer for the seller's recoverable money losses, the seller must present an accounting in order to be reimbursed for them.

When an initialed liquidated damages provision is included in a purchase agreement, the breaching buyer avoids the forfeiture called for by challenging the *presumed validity* of any amount **up to 3%** of the purchase price.

However, for the seller to enforce a forfeiture of any portion of a deposit **exceeding 3%** of the purchase agreement price, the seller must challenge the *presumed invalidity* of the excess by demonstrating in an accounting that his losses on the sale exceeded 3% of the purchase price.

Thus, the liquidated damages provision has a "split-personality" aspect. The responsibility for challenging the **presumed validity** of a forfeiture of 3% or less is the buyer's, and the responsibility for challenging the **presumed invalidity** of a forfeiture of more than 3% is the seller's.

In general, liquidated damages provisions, other than on the sale of one-to-four residential units to a buyer-occupant, are presumed to be **valid**. However, they are classified as **forfeitures** and are unenforceable if they do not provide an amount which bears some **reasonably close relationship** to the actual losses the seller will incur due to harm inflicted by the buyer on a default.

When the amount of the forfeiture exceeds the seller's losses, the buyer can **void** the provision as unreasonable. Thus, the liquidated damages provision is **voidable** as it is only presumed to be valid if the amount is reasonably close to actual losses.

Liability ceiling or forfeiture

If a buyer and seller do not agree to either a liquidated damages provision or a contract liability limitation provision, then the buyer who enters into such a purchase agreement and breaches will be liable for an **unlimited amount of losses** incurred by the seller due to the buyer's breach. In the economic environment of a stable resale market for homes or one of generally rising or fast rising prices little risk is taken by a buyer when entering into a purchase agreement without a ceiling on his liability exposure.

However, it is for buyers in a static market or one following a peak in prices when mortgage rates rise that the buyer's agent needs to take **utmost care** to explain the need for a **ceiling on liability** exposure.

As for the listing agent, he should advise his seller in times of weak or weakening pricing power to avoid agreeing to a ceiling on the buyer's liability and to get a huge deposit.

Seller breach by refusal to refund

Consider a buyer of a single family residence who has entered into a purchase agreement containing an initialed, liquidated damages provision.

Prior to closing, the buyer waives all contingencies and releases his original and additional good-faith deposit to the seller in an amount in excess of 3% of the agreed price. At the time of closing, the buyer decides not to close escrow on the purchase of the property.

The seller promptly remarkets the property, accepts an offer and quickly closes a resale of the property, but at a slightly lower price. The buyer then makes a **demand on the seller** to return that portion of the deposit now held by the seller which exceeds the seller's losses. The breaching buyer is willing to cover the seller's loss due to the reduced amount of net proceeds on the resale.

The seller rejects the buyer's demand for a refund, claiming the funds released were option money which he is entitled to keep as consideration for his *irrevocable offer* to sell the property to the buyer, which the buyer did not exercise by closing escrow.

However, the liquidated damages provision in the purchase agreement indicates the agreement is bilateral. The purchase agreement called for a forfeiture of the deposit should the buyer fail to close escrow, the antithesis of an option agreement which is unilateral and by its nature contains no forfeitures. Thus, the seller's defense for keeping the buyer's deposits as option money consideration for granting an option is a non-starter.

Also, the seller did not attempt to show that his losses caused by the buyer's breach equaled or exceeded the buyer's deposits. The seller did not produce closing statements for either the lost sale or the resale, lost transactional expenses, non value-adding expenditures for repairs or maintenance, or any recoverable operating costs for carrying the property or lost rental value until the close of the resale.

Here, the liquidated damages provision becomes a **promise by the seller** to refund the portion of the deposit which exceeds the seller's recoverable losses, due to either:

- a buyer's challenge of the forfeiture's reasonableness; or
- the forfeiture amount being in excess of 3% of the purchase price.

Thus, the seller's failure to refund (or release) the amount exceeding his losses is a **breach by the seller** of the liquidated damages provision and the purchase agreement. [Allen v. Smith (2002) 94 CA4th 1270]

Had the purchase agreement not contained a liquidated damages provision or other contractual liabilities limitation, the seller would still have been **limited to collecting** no more than his actual losses. Thus, the excess amount of the buyer's deposit over the seller's losses must always be refunded by the seller or released from escrow to the buyer.

Court-ordered forfeiture not enforced

Consider a buyer and seller of a one-to-four unit residential property who enter into a court-ordered settlement agreement to resolve a dispute over their purchase agreement by agreeing to close escrow. The settlement agreement contains a forfeiture provision calling for the release of the buyer's good-faith deposit to the seller if the buyer does not complete the sale as agreed.

However, the buyer is unable to secure purchase-assist financing and cancels escrow, a breach of the settlement agreement since closing escrow was not contingent on his obtaining a loan.

The seller seeks to recover the buyer's good-faith deposit. However, the seller has incurred no loss due to the buyer's failure to perform.

The buyer claims the seller cannot enforce the forfeiture provision in the court-ordered settlement agreement since any provision agreeing to the forfeiture of the good-faith deposit is limited by contract law to a **provable loss**.

The seller claims the forfeiture provision is enforceable without a proof of loss since the provision is contained in a court-ordered settlement agreement between the buyer and seller, not in a privately negotiated real estate purchase agreement.

Here, as in all forfeitures of money arising out of any real estate transaction, the seller may not enforce the forfeiture provision and recover the buyer's good-faith deposit without a showing of his actual money losses. The court-approved settlement agreement is a contract agreed to by the buyer and seller and contract law prohibits the enforcement of liquidated damages provisions in real estate purchase agreements, unless the seller incurs a loss and limits recovery of the loss. [Timney v. Lin (2003) 106 CA4th 1121]

Chapter 50

Arbitration: the independent beast

This chapter presents the adverse impacts created by agreeing to a binding arbitration clause in a real estate listing or purchase agreement.

Arbitration is arbitrary

Originally conceived as an instrument of community empowerment, *arbitration* quickly degenerated into a travesty of the American judicial system.

The framers of **arbitration** were the progenitors of the modern legal apparatus — lawyers, judges and politicians who restructured the fundamental concepts of the judiciary and placed the power of adjudication into the hands of every citizen who desired to contract for an alternative to *litigation*. Thus, arbitration promises the justice provided by the American legal system but is all too often a risky and uncertain venture — a crapshoot.

Although arbitration in America originated in the colonies as the preferred form of non-legal dispute resolution, arbitration as we know it today is an effort to circumvent jury awards by the dominant organized **trade groups** and corporate enterprises, which began during the industrial revolution and reached near ubiquity in the late 1970s. Today, arbitration is losing favor among the rank and file of the California real estate trade union, and for good reason.

The concept of *alternative dispute resolution (ADR)* arose due to society's general dissatisfaction with the complex and often costly judicial system. If parties agreed to arbitrate their disputes, they avoided court entirely by giving a "neutral" third party the authority to make a final and binding decision for them.

However, it quickly became evident that the absence of **judicial accountability** in an arbitrator's decision was not worth the binding arbitration bargain they contracted for when arbitrators misinterpreted the law or gave erroneous awards — leaving disputants with an unpredictable and arbitrary decision with no chance of remedy.

Discretion outside the law

One of the primary avenues for introducing arbitration into the mainstream real estate market was the widespread **use and acceptance** of ADR imposed on members of the predominant California real estate trade union. Arbitration became their favored method of ADR in real estate transaction disputes as it provided trade union members recourse for resolving disputes among themselves without the need to squander their resources on costly litigation.

More importantly, the advent of arbitration allowed trade union leaders to maintain control over their constituents by requiring all disputes be settled internally without the influence and involvement of state or federal governments, and outside the influence of the law. [**The People v. National Association of Realtors** (1984) 155 CA4th 578]

Thus, members of the trade union are required to settle disputes amongst each other via arbitration. Since what's good for the goose is good for the gander, arbitration has also crept into the real estate forms published by the trade unions and now the unlicensed, ordinary citizens looking to buy or sell real estate have become subsumed into the **arbitration machinery**.

Editor's note — As a matter of policy, first tuesday's purchase agreements and addenda have never contained an arbitration provision or an attorney fee provision in an effort to reduce the risk of litigation to brokers and agents by making litigation less economically feasible for sellers and buyers along with their attorneys, and to better protect buyers and sellers from the perils of arbitration.

The real estate market has since been flooded with agents and brokers trained to reassure their buyers and sellers that initialing the arbitration provision is a “standard” practice, a custom that bears **multiple benefits with no risks** — that is, if any guidance is given at all.

Most homebuyers (and misguided real estate agents) know little about arbitration beyond its guise of being less costly and more efficient than litigation. Arbitration has become one of the sacred cows of real estate transactions. The **myth of arbitration's benefits** has become so ingrained that it is no longer questioned — buyers and sellers do not know enough to inquire and agents are not equipped with sufficient knowledge and awareness by their brokers to advise. Thus, the virtuous view of arbitration is passed down as tradition, while widespread ignorance of its risks persists among agents.

What follows is a rigorous review and analysis of recent case decisions and common scenarios in real estate transactions that bear out the full extent of the inherently flawed and ultimately irredeemable approach to arbitration as an appropriate method of dispute resolution.

Lost right to correct a decision gone awry

The chief flaw of arbitration lies in the loss of the disputants' right to *judicial review*. Parties involved in arbitration often enter this action with hopes for all the benefits offered by the American justice system and none of the costs. Rather, these naïve disputants all too often invest as much time and money as they would have in litigation, only to be scorned by a **misinterpretation of the law** or a host of other fatal flaws.

An **arbitration provision** in a real estate purchase agreement, listing or lease:

- is an arbitration agreement between the arbitrator and each person who agrees to be bound by the provision [Calif. Code of Civil Procedure §1297.71]; and
- defines the arbitrator's powers and the limitations on those powers.

Consider a seller who enters into a listing agreement with a real estate broker, negotiated by the broker's listing agent. The listing agreement contains a provision calling for disputes to be submitted to binding arbitration — no **judicial oversight** permitted.

A buyer is located and a purchase agreement offer is submitted by another agent employed by the same broker, called a *selling agent*. Both the agents and the broker are aware the buyer is financially unstable and may encounter difficulties closing the transaction.

However, confirmation of the buyer's creditworthiness and net worth are not made the subject of a contingency provision by the selling agent who prepared his buyer's offer. More importantly, the listing agent does not include a **further approval contingency provision** in a counteroffer. The clearing of

such a contingency would have put the seller on notice that the buyer's financial status needed his further approval (or cancellation of the purchase agreement), if the buyer's creditworthiness proved unsatisfactory.

When the listing agent, acting alone, submits the buyer's offer to the seller, the buyer's financial status is not discussed even though the listing agent was duty-bound to the seller to disclose it. The supervising broker fails to catch or correct the oversight. The seller accepts the purchase agreement offer.

Later, the buyer fails to close the transaction due to his disabling financial condition, resulting in the seller losing money on a resale. The seller discovers that the listing agent, broker and selling agent all knew of the buyer's financial condition and failed to advise him of this fact.

The seller makes a demand on the broker and both agents for his losses resulting from the failed transaction. The seller claims the buyer's financial condition interfered with the buyer's ability to perform and thus was a **material fact** in the transaction known by the agents and broker who failed to disclose it at the time of acceptance.

The dispute is submitted to **binding arbitration**. The arbitrator awards money damages to the seller based on the professional misconduct of the listing agent and employing broker for failure to disclose their knowledge of the buyer's unstable financial status on acceptance.

Further, the arbitrator erroneously issues the seller a money award against the selling agent, ruling the selling agent and the listing agent were "partners" since they shared in the fee the broker received on the transaction. Thus, the selling agent is **improperly held** liable as a partner of the listing agent for the seller's money losses resulting from the misconduct of the listing agent and the broker.

The selling agent then seeks to vacate the portion of the arbitration award holding him liable as a "partner" of the listing agent, claiming the arbitrator incorrectly applied partnership law to a real estate agency and employment relationship.

Can the award against the selling agent be corrected by a court due to the arbitrator's erroneous application of partnership and agency law?

No! An arbitrator's award, based on an erroneous application of law, is **not subject to judicial review**. The requirement for judicial review of the arbitrator's award was not included in the wording of the arbitration provision. The arbitrator acted within his powers granted by the arbitration provision, even though he applied the wrong law and produced an erroneous result.

A court of law confronted with a binding arbitration agreement without a provision for judicial review cannot review the arbitrator's award for errors of fact or law even if the error is obvious to the court and causes substantial injustice when the court enters judgment for collection of the award. [Hall v. Superior Court (1993) 18 CA4th 427]

Unless the arbitration provision states an arbitration award is "subject to judicial review," as in all fairness it must, the award resulting from arbitration brought under the clause is binding and final. Without judicial review of an award in an arbitration action, the parties cannot be assured the award will be either fair or correct. Currently, the prevailing arbitration provision used in purportedly "standard" purchase agreements has not yet evolved to include language allowing for judicial review.

Any defect in an arbitrator's award resulting from an error of fact or law, no matter how flagrant, is neither reviewable nor correctable, unless:

- the arbitrator exceeded his authorized powers;
 - the arbitrator acted with fraud or corruption;
 - the arbitrator failed to disclose grounds for his disqualification;
 - the award was procured by corruption, fraud or other misconduct; or
 - the refusal of the arbitrators to postpone the hearing substantially prejudiced the rights of the party.
- [CCP §1286.2]

The rise of arbitration

What started over 30 years ago as several sentences requiring arbitration in real estate transaction disputes is now over 500 words of tortuous jargon. The detail and exhaustive length of the arbitration provision is purportedly designed to better protect all parties to a purchase agreement — unfortunately, the end result is further exposure to risk.

In 1988, the California state legislature mandated all arbitration provisions in real estate contracts must include a **165-word warning** about the lost rights of judicial review. The legislature further required the arbitration provision to be **initialized** by each party in order to be enforceable in the hopes it would stand out as worthy of extra attention. This places a heavy burden on those who initial the provision to know what they are signing. Thus, an arbitration provision is enforceable against any person who initials the provision, even when that person is the only one to initial it. [**Grubb & Ellis Company v. Bello** (1993) 19 CA4th 231] ; CCP §1298(c)]

The legislature mandated the inclusion of these provisos in 1988 due to a spike in the number of real estate claims filed to be settled through arbitration. In 1987, 510 real estate claims were filed with the American Arbitration Association (AAA). By 1989, case filings jumped 120% to 1,125. The legal community had done their job of popularizing arbitration. It became the legislature's job to step in and protect the buyers and sellers initialing the provision — a project that lost steam after 1989 and is going nowhere today.

In spite of the myriad and obvious flaws in requiring arbitration, the legal community held to their now completely entrenched belief that arbitration is “preferable” to litigation. As this dogmatic belief became more accepted as standard public policy, rather than reforming this flawed approach to alternative dispute resolution, the proponents of arbitration continued to paint lipstick on the pig by adding ever-more language to the provision as problems arose — none of which were effective in eliminating the risks.

A well provisioned agreement

Prior to April 2010, the arbitration provision in the trade union purchase agreement contained language requiring the provision be “interpreted by California substantive law” according to the *California Arbitration Act (CAA)*. However, it quickly became evident that the CAA did not support the dogmatic views of the real estate trade union regarding the enforcement of the arbitration provision.

In an effort to minimize inconsistent results in the event one party involved in a dispute is subject to arbitration (the principal) and one is not (the broker), the CAA allows a trial court to render an arbitration provision unenforceable. [CCP §1281.2]

This seemed a serious affront to the sanctity of arbitration, as California law essentially provides a **loophole** to arbitration. This precedent was set in a recent case decision in which the court held the arbitration provision was unenforceable since the buyer's lawsuit included a third party (the buyer's broker) who was not a party to the arbitration provision in the purchase agreement.

In a dispute arising out of the same transaction or series of related transactions, the buyer avoids arbitration's consequences entirely since the court will deny arbitration and join all parties in a single action to be adjudicated in court in order to avoid inconsistent, but equally valid results. [**Valencia v. Smyth** (2010) 185 CA4th 153; CCP § 1281.2]

The trade union purchase agreement has since been modified to ensure anyone who initials a binding arbitration provision will not avoid arbitration by simply including third parties in the dispute. This was accomplished by including language in the current iteration of the "standard" purchase agreement requiring the arbitration provision be "enforced" by federal law under the *Federal Arbitration Act (FAA)* rather than California's consistent result statutes. The FAA requires all binding arbitration provisions to be enforced regardless of the possibility of **conflicting rulings** by allowing for each disputant to settle their claims in separate venues. [9 United States Code §§3,4]

Thus, the arbitration provision in the trade union's current purchase agreement jeopardizes the sanctity of legal precedent by which real estate professionals measure their behavior. A trial court's decision based on sound interpretation of the law, monitored in result by judicial review, can no longer be used as a litmus test for proper conduct. Since an arbitrator has the authority to make a final and equally valid decision that may contradict a trial court hearing disputes out of the same transaction, this sets a **legal precedent** that comes dangerously close to advocating **double jeopardy**.

The arbitration provision jeopardizes the sanctity of legal precedent.

This is yet another example of the monstrosity created by perpetually tacking on provision after provision to undergird an initially damaged and now crumbling structure, where continual additions act only to precipitate the arbitration provision's ultimate demise.

The long-term effect: without judicial review of disputes, real estate professionals lose their way. Legal precedent functions as a constantly evolving guide map for proper brokerage conduct. If every dispute in real estate transactions was settled within the confines of binding arbitration, legal precedent would cease to exist, thus eliminating the gold standard to which real estate transactions are held. Education would become unnecessary as rules would no longer control.

Mediation

Instead of immediately resorting to the costly and adversarial process of litigation, in recent years the trends in real estate sales indicate disputants favor the use of *mediation*.

Many listing and purchase agreements contain binding arbitration agreements as an alternative method of litigation. [See **first tuesday** Form 150]

However, arbitration is final and unappealable. Thus, it is a double-edged sword as disputants have no assurance the arbitrator's award will be fair or correct. Only with mediation's familiar arena of offer and counteroffer between the feuding parties, as encouraged by the mediator, do they have the ability to come to a mutually crafted and agreed-to solution, the main psychological advantage mediation has over actions in litigation or arbitration.

Litigation is, at its heart, a deeply adversarial process which ends with a spurned "loser" who can then

move on to draw out the dispute in a time-consuming and costly appeals process. **Arbitration** is a similar action, shunting the disputants into “winner” and “loser” roles. In arbitration, all the power of the decision is placed upon the arbitrator. Even if the arbitrator bases his decision on an incorrect interpretation of the facts or the law, neither party has recourse to change the erroneous decision. [Hall, *supra*]

The cost of **mediation** has been deemed another major benefit of the process. Consider also the time involved in mediation versus the time involved in litigation or arbitration. Litigation can be drawn out for years with various pre-trial, discovery, and appeal processes, all while the attorney’s billable hours soar. Arbitration may also last years and in addition to contracted-for attorney fees, the loser is responsible for paying the arbitrator’s fees.

However, mediation is typically a quick process lasting a few hours to a few months, depending on the number of disputants and the complexity of the dispute. There are no lengthy waits for court hearings or the need for witnesses since the resolution is in the hands of the disputants themselves.

In addition to these benefits, the use of mediation also provides a solution to a dispute without adding to and falling subject to the backlog of cases burdening the legal system.

Most importantly, mediation works. The Los Angeles Superior court system reports that 63% of cases ordered into mediation are resolved. Nationwide, the mediation success rate ranges between 60%-90%. [Final Report of Colorado Governor’s Task Force on Civil Justice Reform, Exhibit 7]

Mediation does have its **limits**. In real estate matters, mediation is limited to resolving disputes involving buyers and sellers. Landlord-tenant disputes and trust deed defaults are largely based on very specific statutory requirements for performance which are either satisfied or unsatisfied, leaving little room for negotiation. Mediation is a tool best used by disputants in sales of property and agency disputes.

SECTION E

Purchase Agreements



Chapter 51

The purchase agreement

This chapter covers the use and preparation by an agent of a purchase agreement entered into by buyers and sellers of real estate to document the terms and conditions of their transactions.

Types and variations

A newcomer's entry as a real estate agent into the vocation of soliciting and negotiating real estate transactions typically begins with the marketing and locating of single-family residences (SFRs) as listing and selling agents.

However, an agent often branches out and begins handling other types of property and interests.

Other properties the agent may begin handling include one-to-four unit residential properties, apartments and other nonresidential income properties like office buildings, commercial units, industrial space or unimproved parcels of land.

Interests which might be negotiated by the agent include leasehold tenancies when acting as a property manager or leasing agent of the landlord or prospective tenant, or financing arranged as a loan broker for an owner, buyer or tenant.

For sales, the **primary document** used to negotiate the transaction between a buyer and seller is a **purchase agreement form**. As different types of properties exist, so too do different types of purchase agreements exist, each with the provisions necessary to negotiate the sale of that particular type of property.

Three basic categories of purchase agreements exist for the documentation of real estate sales. The categories are influenced primarily by legislation and court decisions addressing the handling of the disclosures and due diligence investigations in the marketing of properties. The three **categories of purchase agreements** are for:

- one-to-four unit residential property sales transactions;
- other than one-to-four unit residential property sales transactions, such as for residential and non-residential income properties and owner-occupied business/farming properties; and
- land acquisition transactions.

Within each category of purchase agreements, several variations exist. The variations cater to the specialized use of some properties, the diverse arrangements for payment of the price, and to the specific conditions which affect a property, particularly within the one-to-four unit residential property category.

For example, purchase agreement variations for **one-to-four unit residential sales** transactions include purchase agreements for:

- negotiating the conventional financing of the purchase price [See Figure 1];

- negotiating a short sale [See **first tuesday** Form 150-1];
- negotiating a cash to new or existing loan, or a seller carryback note [See **first tuesday** Form 150-2];
- negotiating for separate brokerage fees paid each broker by their client [See **first tuesday** Form 151];
- negotiating the government insured financing (FHA/VA) of the purchase price [See **first tuesday** Forms 152 and 153];
- negotiating the sale of an owner-occupied residence-in-foreclosure to an investor, called an *equity purchase agreement* [See **first tuesday** Form 156];
- negotiating an equity purchase short sale [See **first tuesday** Form 156-1];
- direct negotiations between principals (buyers and sellers) without either party being represented by a real estate agent [See **first tuesday** Form 157]; and
- negotiating highly specialized transactions using a “short-form” purchase agreement which does not contain boilerplate provisions setting forth the terms for payment of the price, which allows the agent to attach specialty addenda to set the terms for payment (a carryback ARM, equity sharing addenda, etc.). [See **first tuesday** Forms 155-1 and 155-2]

Variations among purchase agreements used in **income property** and **owner-occupied business property** sales transactions include purchase agreements for:

- the conventional financing of the purchase price [See **first tuesday** Form 159]; and
- the downpayment note financing of the purchase price. [See **first tuesday** Form 154]

Finally, a variation exists for land sales of a parcel of real estate which has no improvements in the form of buildings. [See **first tuesday** Form 158]

Escrow instructions provide yet another variation on the purchase agreement. A buyer and seller who have entered into escrow instructions without first entering into a real estate purchase agreement are bound by the escrow instructions as though it was a purchase agreement. [See **first tuesday** Form 401]

Attached to all these various purchase agreements are one or more **addenda**, regarding:

- disclosures about the property;
- the financing of the price paid for the property;
- agency relationship law; and
- special provisions called for by the needs of the buyer or seller.

However, the focus here is limited to the needs of the newly licensed agent who will be negotiating single-family real estate sales. Thus, this chapter discusses the purchase agreement used in SFR sales transactions structured for the conventional financing of the purchase price.

Figure 1

 PURCHASE AGREEMENT (One-to-Four Residential Units — Conventional and Carryback Financing)	
Prepared by: Agent _____ Phone _____ Broker _____ Email _____	
DATE: _____, 20_____, at _____, California. Items left blank or unchecke are not applicable.	
FACTS:	
1. Received from _____ as the Buyer(s). <ul style="list-style-type: none"> 1.1 the sum of \$_____ evidenced by <input type="checkbox"/> personal check, or <input type="checkbox"/> payable to _____ for deposit only on acceptance of this offer. 1.2 Deposit to be applied toward Buyer's obligations under this agreement to purchase property situated in the City of _____, County of _____, California, 1.3 referred to as _____ 1.4 including personal property. <input type="checkbox"/> see attached Personal Property Inventory. [See ft Form 256] 2. This agreement is comprised of this five-page form and _____ pages of addenda/attachments.	
TERMS: Buyer to pay the purchase price as follows:	
3. Cash payment through escrow, including deposits, in the amount of \$ _____ 3.1 Other consideration paid through escrow \$ _____ 4. Buyer to obtain a <input type="checkbox"/> first or <input type="checkbox"/> second, trust deed loan in the amount of \$ _____ payable approximately \$_____ monthly for a period of _____ years. Interest rate to be _____% Loan points to be _____% 4.1 <input type="checkbox"/> Unless Buyer within _____ days after acceptance, hands Seller satisfactory written confirmation Buyer has been pre-approved for the financing of the purchase price, Seller may terminate the agreement. [See ft Form 183]	
5. <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume, an existing first trust deed held by _____ payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____ plus a monthly tax/insurance impound payment of \$_____ 5.1 At closing, loan balance differences per beneficiary statement(s) to be adjusted into: <input type="checkbox"/> cash, <input type="checkbox"/> carryback note, or <input type="checkbox"/> sales price.	
5.2 The impound account to be transferred <input type="checkbox"/> charged, or <input type="checkbox"/> without charge, to Buyer. 6. <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume, an existing second trust deed held by _____ payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____ due _____, 20 _____.	
7. Assume an assignment bond lien with an unpaid principal balance of \$ _____ Note for the balance of the purchase price in the amount of \$ _____ to be executed by Buyer in favor of Seller and secured by a trust deed on the property junior to any above referenced financing, payable Seller _____ monthly, or more, beginning one month after closing, including interest at _____% per annum from closing, due _____ years after closing.	
8.1 This note and trust deed to contain provisions to be provided by Seller for: <input type="checkbox"/> due-on-sale, <input type="checkbox"/> prepayment penalty, <input type="checkbox"/> late charges, <input type="checkbox"/> _____ 8.2 Financial Disclosure Statement is attached as an addendum. [See ft Form 300] 8.3 Buyer to provide a Request for Notice of Default and Notice of Delinquency to Seller encumbrancers. [See ft Form 412] 8.4 Buyer to hand Seller a completed credit application on acceptance. [See ft Form 302] 8.5 Within _____ days of receipt of Buyer's credit application, Seller may terminate the agreement based on a reasonable disapproval of Buyer's creditworthiness. 8.6 Seller may terminate the agreement on failure of the agreed terms for priority financing. [See ft Form 183] 8.7 As additional security, Buyer to execute a security agreement and file a UCC-1 financing statement on any property transferred by Bill of Sale. [See ft Form 436]	
9. Total Purchase Price is \$ _____	
----- PAGE ONE OF FIVE ----- FORM 150 -----	
----- PAGE TWO OF FIVE ----- FORM 150 -----	
10. ACCEPTANCE AND PERFORMANCE: <ul style="list-style-type: none"> 10.1 This offer to be deemed revoked unless accepted in writing <input type="checkbox"/> on presentation, or <input type="checkbox"/> within _____ days after date, and acceptance is personally delivered or faxed to Offeror or Offeror's Broker within this period. 10.2 After acceptance, Broker(s) are authorized to extend any performance date up to one month. 10.3 On failure of Buyer to obtain or assume financing as agreed by the date scheduled for closing, Buyer may terminate the agreement. 10.4 Buyer's close of escrow is conditioned on Buyer's prior or concurrent closing on a sale of other property, commonly referred to as _____ 10.5 Any termination of the agreement shall be by written Notice of Cancellation timely delivered to the other party, the other party's Broker or escrow, with instructions to escrow to return all instruments and funds to the party terminating the agreement. [See ft Form 303] 10.6 Both parties reserve their rights to assign and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow on either party's written notice. [See ft Forms 171 or 172] 10.7 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute. 10.8 Should Buyer breach the agreement, Buyer's monetary liability to Seller is limited to <input type="checkbox"/> \$_____ or <input type="checkbox"/> the deposit received in Section 1. 	
11. PROPERTY CONDITIONS: <ul style="list-style-type: none"> 11.1 Seller to provide the following: <ul style="list-style-type: none"> a. <input type="checkbox"/> a structural pest control inspection report and certification of clearance of corrective conditions. b. <input type="checkbox"/> a home inspection report prepared by an insured home inspector showing the land and improvements to be free of material defects. c. <input type="checkbox"/> a one-year home warranty policy: Insurer _____ Coverage _____ d. <input type="checkbox"/> a certificate of occupancy, or other clearance or retrofitting, required by local ordinance for the transfer of possession or title. e. <input type="checkbox"/> a certificate by a licensed contractor stating the sewage disposal system is functioning properly. f. <input type="checkbox"/> a certification by a licensed water testing lab stating the well supplying the property meets potable water standards. g. <input type="checkbox"/> a certification by a licensed well-drilling contractor stating the well supplying the property produces a minimum of _____ gallon(s) per minute. h. <input type="checkbox"/> Energy Audit Report stating the rating for the property's improvements is no greater than _____. i. <input type="checkbox"/> 11.2 Seller's Condition of Property Disclosure – Transfer Disclosure Statement (TDS) [See ft Form 304] <ul style="list-style-type: none"> a. <input type="checkbox"/> is attached; b. <input type="checkbox"/> is to be provided to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may cancel the transaction based on a reasonable disapproval of the disclosure or deliver to Seller or Seller's Broker a written notice itemizing any material defects in the property disclosed by the statement and unknown to Buyer prior to acceptance. [See ft Form 269] Seller to repair, replace or correct noticed defects prior to closing. c. On Seller's failure to repair, replace or correct noticed defects under \$11.2b or \$11.4a, Buyer may tender the purchase price reduced by the cost to repair, replace or correct the noticed defects, or close escrow and pursue available remedies. [See ft Form 183] 11.3 Seller's Transfer Fee Disclosure Statement [See ft Form 304-2] <ul style="list-style-type: none"> a. <input type="checkbox"/> is attached; b. <input type="checkbox"/> is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may terminate this agreement based on a reasonable disapproval of the Transfer Fee Disclosure. c. Seller to pay any transfer fees arising out of the transaction. 11.4 Buyer to inspect the property twice: <ul style="list-style-type: none"> a. An initial property inspection is required on acceptance to confirm the property's condition is substantially the same as observed by Buyer and represented by Seller or Seller's Agents prior to acceptance, and if not substantially the same, Buyer to promptly notify Seller in writing of undisclosed material defects discovered. [See ft Form 269] Seller to repair, replace or correct noticed defects prior to closing; and 	
----- PAGE TWO OF FIVE ----- FORM 150 -----	

Figure 1, Continued

Analyzing the purchase agreement

The conventional purchase agreement, **first tuesday** Form 150, is used to prepare and submit the buyer's **written offer** to purchase one-to-four unit residential property. Terms for payment of the price are limited to conventional financing, an assumption of existing loans and a carryback note. Form 150 is also properly used by sellers in a counteroffer situation to submit their **fresh offer** to sell the real estate.

The purchase agreement offer, if accepted, becomes the binding written contract between the buyer and seller. Its terms must be complete and clear to prevent misunderstandings so the agreement can be judicially enforced. Thus, Form 150 is a comprehensive "boilerplate" purchase agreement which serves as a **checklist**, presenting the various conventional financing arrangements and conditions a prudent buyer would consider when making an offer to purchase.

Each section in Form 150 has a separate purpose and need for enforcement. The sections include:

1. *Identification:* The date of preparation for referencing the agreement, the name of the buyer, the amount of the good-faith deposit, the description of the real estate, an inventory of any personal property included in the transfer and the number of pages contained in the agreement and its addenda are set forth in sections 1 and 2 to establish the facts on which the agreement is negotiated.
2. *Price and terms:* All the typical variations for payment of the price by conventional purchase-assist financing or an assumption of existing financing are set forth in sections 3 through 9 as a checklist of provisions. On making an offer (or counteroffer), the terms for payment and financing of the price are selected by checking boxes and filling blanks in the desired provisions.
3. *Acceptance and performance:* Aspects of the formation of a contract, excuses for nonperformance and termination of the agreement are provided for in section 10, such as the time period for acceptance of the offer, the broker's authorization to extend performance deadlines, the financing of the price as a closing contingency, procedures for cancellation of the agreement, a sale of other property as a closing contingency, cooperation to effect a §1031 transaction and limitations on monetary liability for breach of contract.
4. *Property Conditions:* The buyer's confirmation of the physical condition of the property as disclosed prior to acceptance is **confirmed** as set forth in section 11 by the seller's delivery of reports, warranty policies, certifications, disclosure statements, an environmental, lead-based paint and earthquake safety booklet, any operating cost and income statements, and any homeowners' association (HOA) documents not handed to the buyer prior to entry into the purchase agreement, as well as by the buyer's initial inspection, personally or by a home inspector, and final inspection at closing to confirm the seller has eliminated defects known, but not disclosed, prior to acceptance.
5. *Closing conditions:* The escrow holder, escrow instruction arrangements and the date of closing are established in section 12, as are title conditions, title insurance, hazard insurance, prorates and loan adjustments.
6. *Notice of supplemental property tax:* Notifies the buyer he will receive one or two supplemental property tax bills he is to pay when the county assessor revalues the property after a change in ownership, as set forth in section 13.

7. *Brokerage and agency:* The release of sales data on the transaction to trade associations is authorized, the brokerage fee is set and the delivery of the agency law disclosure to both buyer and seller is provided for as set forth in section 14, as well as the confirmation of the agency undertaken by the brokers and their agents on behalf of one or both parties to the agreement.
8. *Signatures:* The seller and buyer bind each other to perform as agreed in the purchase agreement by signing and dating their signatures to establish the date of offer and acceptance.

Preparing the purchase agreement

The following instructions are for the preparation and use of the Purchase Agreement – One-to-Four Residential Units, **first tuesday** Form 150. Form 150 is designed as a checklist of practical provisions so a broker or his agent can prepare an offer for a prospective buyer who seeks to purchase conventionally financed, one-to-four unit residential property located in California.

Each instruction corresponds to the provision in the form bearing the same number.

Editor's note — Check and enter items throughout the agreement in each provision with boxes and blanks, unless the provision is not intended to be included as part of the final agreement, in which case it is left unchecked or blank.

Document identification:

Enter the date and name of the city where the offer is prepared. This date is used when referring to this purchase agreement.

Facts:

1. *Buyer, deposit, and property:* **Enter** the name of each buyer who will sign the offer.
 - 1.1 **Enter** the dollar amount of any good-faith, earnest money deposit. Check the appropriate box to indicate the form of the good-faith deposit. Enter the name of the payee (escrow, title company or broker).
 - 1.2-1.3 **Enter** the name of the city and county in which the property is located.
 - 1.4 **Enter** the legal description or common address of the property, or the assessor's parcel number (APN).
 - 1.5 **Check** the box to indicate personal property will be included in the sale. The seller's trade fixtures to be purchased by the buyer must be listed as inventory if they are to be acquired by the buyer. [See **first tuesday** Form 256]
2. *Entire agreement:* **Enter** the number of pages comprising all of the addenda, disclosures, etc., which are attached to the purchase agreement.

Terms for payment of the purchase price:

3. *Cash down payment:* **Enter** the dollar amount of the buyer's cash down payment toward the purchase price.
 - 3.1 *Additional down payment:* **Enter** the description of any other consideration to be paid as part of the price, such as trust deed notes, personal property or real estate equities (an exchange). **Enter** the dollar amount of its value.

4. *New trust deed loan:* **Check** the appropriate box to indicate whether any new financing will be a first or second trust deed loan. **Enter** the amount of the loan, the monthly principal and interest (PI) payment, the term of the loan, and the rate of interest. **Check** the box to indicate whether the interest will be adjustable (ARM), and if so, **enter** the index name. **Enter** any limitations on loan points.
 - 4.1 *Buyer's loan qualification:* **Check** the box to indicate the seller is authorized to cancel the agreement if the buyer is to obtain a new loan and fails to deliver documentation from a lender indicating he has been qualified for a loan. **Enter** the number of days the buyer has after acceptance to deliver written confirmation of his qualification for the loan.
 5. *First trust deed note:* **Check** the appropriate box to indicate whether the transfer of title is to be "subject to" an existing loan or by an "assumption" of the loan if the buyer is to take over an existing first trust deed loan. **Enter** the lender's name. **Enter** the remaining balance, the monthly PI payment and the interest rate on the loan. **Check** the box to indicate whether the interest is adjustable (ARM), and if so, **enter** the index name. **Enter** any monthly impound payment made in addition to the PI payment.
 - 5.1 *Loan balance adjustments:* **Check** the appropriate box to indicate the financial adjustment desired for loan balance differences at the close of escrow.
 - 5.2 *Impound balances:* **Check** the appropriate box to indicate whether the impound account transferred to the buyer will be with or without a charge to the buyer.
 6. *Second trust deed note:* **Check** the appropriate box to indicate whether the transfer of title is to be "subject to" an existing loan or by an "assumption" of the loan if the buyer is to take over an existing second trust deed loan. **Enter** the lender's name. **Enter** the remaining balance, the monthly PI payment and the interest rate on the loan. **Check** the box to indicate whether the interest is adjustable (ARM), and if so, **enter** the index name. **Enter** the due date for payment of a final/balloon payment.
 7. *Bond or assessment assumed:* **Enter** the amount of the principal balance remaining unpaid on bonds and special assessment liens (such as Mello-Roos or 1915 improvement bonds) which will remain unpaid and become the responsibility of the buyer on closing.
- Editor's note — Improvement bonds are obligations of the seller which may be assumed by the buyer in lieu of their payoff by the seller. If assumed, the bonded indebtedness becomes part of the consideration paid for the property. Some purchase agreements erroneously place these bonds under "property tax" as though they were **ad valorem taxes**, and then fail to prorate and charge the unpaid amount to the seller.*
8. *Seller carryback note:* **Enter** the amount of the carryback note to be executed by the buyer as partial payment of the price. **Enter** the amount of the note's monthly PI payment, the interest rate and the due date for the final/balloon payment.
 - 8.1 *Special carryback provisions:* **Check** the appropriate box to indicate any special provisions to be included in the carryback note or trust deed. **Enter** the name of any other special provision to be included in the carryback note or trust deed, such as impounds, discount options, extension provisions, guarantee arrangements or right of first refusal on the sale or hypothecation of the note.
 - 8.2 *Financial disclosure:* **Fill out and attach** a Financial Disclosure Statement as an addendum. [See **first tuesday** Form 300]

Editor's note — Further approval of the disclosure statement in escrow creates by statute a buyer's contingency allowing for cancellation until time of closing on any purchase of one-to-four unit residential property.

- 8.3 *Notice of Delinquency:* **Requires** the buyer to execute a Request for Notice of Default and Notice of Delinquency and pay the costs of recording and serving it on senior lenders since they will have priority on title to the trust deed securing the carryback note. [See **first tuesday** Form 412]
- 8.4 *Buyer creditworthiness:* **Requires** the buyer to provide the seller with a completed credit application. [See **first tuesday** Form 302]
- 8.5 *Approval of creditworthiness:* **Enter** the number of days within which the seller may cancel the transaction for reasonable disapproval of the buyer's credit application and report.
- 8.6 *Subordination:* **Provides** for the seller to terminate this transaction if the parameters agreed to for financing by an assumption or origination of a trust deed loan with priority on title to the carryback note are exceeded. [See Form 183 accompanying Chapter 44]
- 8.7 *Personal property as security:* **Requires** the buyer on the transfer of any personal property in this transaction to execute a security agreement and UCC-1 financing statement to provide additional security for any carryback note. [See **first tuesday** Form 436]
9. *Purchase price:* **Enter** the total amount of the purchase price as the sum of lines 3, 3.1, 4, 5, 6, 7 and 8.

10. Acceptance and performance periods:

- 10.1 *Delivery of acceptance:* **Check** the appropriate box to indicate the time period for acceptance of the offer. If applicable, **enter** the number of days in which the seller may accept this offer and form a binding contract.
- 10.2 *Extension of performance dates:* **Authorizes** the brokers to extend the performance dates up to one month to meet the objectives of the agreement — time being of a reasonable duration and not the essence of this agreement as a matter of policy. This extension authority does not extend to the acceptance period.
- 10.3 *Loan contingency:* **Authorizes** the buyer to cancel the transaction at the time scheduled for closing if the financing for payment of the price is not obtainable or assumable.
- 10.4 *Sale of other property:* If the closing of this transaction is to be contingent on the buyer's receipt of net proceeds from a sale of other property, **enter** the address of the property to be sold by the buyer.
- 10.5 *Cancellation procedures:* **Provides** the method of cancellation required to terminate the agreement when the right to cancel is triggered by other provisions in the agreement, such as contingency or performance provisions. [See Form 183]
- 10.6 *Exchange cooperation:* **Requires** the parties to cooperate in an IRS §1031 transaction on further written notice by either party. **Provides** for the parties to assign their interests in this agreement. [See **first tuesday** Forms 171 and 172]

10.7 *Mediation provision:* **Provides** for the parties to enter into non-binding mediations to resolve a dispute remaining unsolved after 30 days of informal settlement negotiations.

10.8 *Liability limitations:* **Provides** for a dollar limit on the buyer's liability for the buyer's breach of the agreement. **Check** the first box and **enter** the maximum dollar amount of money losses the seller may recover from the buyer or **check** the second box to indicate the buyer's monetary liability is limited to the good-faith deposit tendered with the offer to buy.

Editor's note — Liability limitation provisions avoid the misleading and unenforceable forfeiture called for under liquidated damage clauses included in most purchase agreement forms provided by other publishers of forms.

11. Property Conditions:

11.1 *Seller to furnish:* **Check** the appropriate box(es) within the following subsections to indicate the items the seller is to furnish prior to closing.

- a. *Pest control:* **Check** the box to indicate the seller is to furnish a structural pest control report and clearance.
- b. *Home inspection report:* **Check** the box to indicate the seller is to employ a home inspection company and furnish the buyer with the company's home inspection report.
- c. *Home warranty:* **Check** the box to indicate the seller is to furnish an insurance policy for home repairs. **Enter** the name of the insurer and the type of coverage, such as for the air conditioning unit, etc.
- d. *Local ordinance compliance:* **Check** the box to indicate the seller is to furnish a certificate of occupancy or other clearance required by local ordinance.
- e. *Sewer or septic certificate:* **Check** the box to indicate the seller is to furnish a certificate of the condition of the sewage disposal system stating it is functioning properly.
- f. *Potable well water:* **Check** the box to indicate the seller is to furnish a certificate stating the well supply meets water standards.
- g. *Well water capacities:* **Check** the box to indicate the seller is to furnish a certificate stating the amount of water the well supplies. **Enter** the number of gallons per minute the well is expected to produce.
- h. *Energy Audit Report:* **Check** the box and **enter** the rating of the property's improvements.
- i. *Other terms:* **Check** the box and **enter** any other report, certification or clearance the seller is to furnish.

11.2 *Property condition(s):* **Check** the appropriate box within the following subsections to indicate the status of the seller's Condition of Property Disclosure – Transfer Disclosure Statement (TDS).

- a. *Attached TDS:* **Check** the box to indicate the seller's TDS has been prepared and handed to the buyer, and if so, **attach** it to this agreement. Thus, the property's condition is accepted by the buyer upon entering into the purchase agreement offer.

Editor's note — Use of the TDS form is mandated on one-to-four unit residential property. [See first tuesday Form 304]

- b. *Later delivered TDS:* **Check** the box to indicate the TDS is to be **delivered later** to the buyer to confirm the condition of the property is as disclosed prior to entry into the purchase agreement. On receipt of the TDS, the buyer may either cancel the transaction for failure of the seller or the listing agent to disclose known property defects prior to acceptance of the purchase agreement (or counteroffer), or give notice to the seller of the defects known and not disclosed prior to acceptance and make a demand on the seller to correct them prior to closing.
 - c. *Repair of defects:* **Authorizes** the buyer to either cancel the transaction or adjust the price should the seller fail to correct the defects noticed under sections 11.2b or 11.4a. [See Form 183]
- 11.3 *Transfer Fee Disclosure Statement:* **Check** the appropriate box within the following subsections to indicate the status of the seller's Transfer Fee Disclosure Statement (TFDS). [See **first tuesday** Form 304-2]
- a. *Attached TFDS:* **Check** the box to indicate the seller's Transfer Fee Disclosure Statement has been prepared and handed to the buyer, and if so, **attach** it to this agreement.
 - b. *Later delivered TFDS:* **Check** the box to indicate the TFDS is to be **delivered later** to the buyer to confirm the existence of a transfer fee as disclosed prior to entry into the purchase agreement. On receipt of the TFDS, the buyer may terminate this agreement based on a reasonable disapproval of the TFDS.
 - c. *Transfer fee:* **Requires** the seller to pay any transfer fees arising out of this transaction.
- 11.4 *Buyer's inspection:* **Authorizes** the buyer to inspect the property twice during the escrow period to verify its condition is as disclosed by the seller prior to the time of acceptance.
- a. *Initial property inspection:* **Requires** the buyer to inspect the property immediately after acceptance to put the seller on notice of material defects to be corrected by the seller prior to closing. [See Form 269 accompanying Chapter 27]
 - b. *Final walk-through inspection:* **Requires** the buyer to inspect the property again within five days before closing to confirm repairs and maintenance of the property have occurred. [See **first tuesday** Form 270]
- 11.5 *Seller's Natural Hazard Disclosure Statement (NHD):* **Check** the appropriate box to indicate whether the NHD statement disclosing the seller's knowledge about the hazards listed on the form has been prepared and handed to the buyer. If it has been received by the buyer, **attach** a copy to the purchase agreement. If the NHD will be handed to the buyer after acceptance, the buyer has ten days after the buyer's receipt of the NHD statement in which to approve it or cancel.

Editor's note — Disclosure by the seller is mandated on one-to-four unit residential property. [Calif. Civil Code §1103]

- 11.6 *Hazard disclosure booklets:* **Check** the appropriate box(es) to indicate which hazard booklets have been received by the buyer, together with the seller's prepared and signed disclosures accompanying each booklet.

- 11.7 *Other property disclosures:* **Check** the appropriate box(es) to indicate other disclosures made by the seller regarding the location of the property. **Enter** a reference to any local (option) ordinance disclosure statement attached as an addendum to the purchase agreement and **attach** it. [See **first tuesday** Forms 307 and 308]
- 11.8 *Operating costs and rents:* **Check** the appropriate box(es) to indicate the information the seller is to disclose regarding the operating expenses of ownership and tenancies affecting title.
- a. *Operating cost sheet:* **Check** the box to indicate the seller will prepare and hand the buyer an Operating Cost Sheet on acceptance of this offer. The buyer may cancel the purchase agreement and escrow if the operating expenses disclosed are unacceptable. [See **first tuesday** Form 306]
 - b. *Leasing and Operating Addendum:* **Check** the box to indicate the Leasing and Operating Addendum is attached to confirm the buyer is taking title subject to the tenancies disclosed. [See **first tuesday** Form 275]
- 11.9 *Homeowners' association (HOA):* **Check** the appropriate box to indicate whether the HOA documents have been or are to be delivered to the buyer.
- a. *Monthly payments:* **Enter** the dollar amount of the monthly payments assessed by the HOA.
 - b. *CC&Rs:* **Enter** the nature of any violation of the CC&Rs by the seller.
 - c. *HOA charges:* **Provides** for the seller to pay all HOA charges on the transaction.
 - d. *Condition of assessments:* **Provides** for the buyer to approve the HOA's condition of assessments statement prior to closing.
 - e. *Disapproval of HOA documents:* **Authorizes** the buyer to terminate this purchase agreement within ten days after his receipt of HOA documents when the disclosures are made after entering into the purchase agreement. Disclosure of HOA conditions in escrow trigger a statutory contingency allowing the buyer to cancel the purchase agreement.
- 11.10 *Criminal Activity and Security Disclosure:* **Check** the appropriate box within the following subsections to indicate the status of the seller's Criminal Activity and Security Disclosure Statement. [See **first tuesday** Form 321]
- a. *Attached disclosure:* **Check** the box to indicate the seller's Criminal Activity and Security Disclosure Statement has been prepared and handed to the buyer, and if so, **attach** it to this agreement.
 - b. *Later delivered disclosure:* **Check** the box to indicate the Criminal Activity and Security Disclosure Statement is to be **delivered later** to the buyer. On receipt of the disclosure, the buyer may terminate this agreement based on a reasonable disapproval.
- 11.11 *Safety compliance:* **Requires** smoke detectors and water heater bracing to exist or be installed by the seller.
- 11.12 *Solar Collector Notice:* **States** the seller will hand a copy of the notice received from any neighbor to the buyer. If the seller sent neighbors a notice, a list of everyone who was sent a notice is to be handed to the buyer. The buyer is authorized to terminate this purchase agreement for cause within ten days after receipt.
-

11.13 *Buyer's possession:* **Check** the appropriate box to indicate when possession of the property will be delivered to the buyer, whether at closing or under an **attached** buyer's interim occupancy or seller's holdover agreement. [See **first tuesday** Forms 271 and 272]

11.14 *Property maintenance:* **Requires** the seller to maintain the present condition of the property until the close of escrow.

Editor's note — See section 11.4b for the buyer's final inspection to confirm maintenance at closing.

11.15 *Fixtures and fittings:* **Confirms** this agreement includes real estate fixtures and fittings as part of the property purchased.

*Editor's note — Trade fixtures are personal property to be listed as items on the Personal Property Inventory at section 3. [See **first tuesday** Form 256]*

11.16 *Sex offender disclosure:* **Complies** with requirements that the seller disclose the existence of a sex offender database on the sale (or lease) of one-to-four residential units.

Editor's note — By the existence of the disclosure in the form, the seller and brokers are relieved of any duty to make further disclosures regarding registered sex offenders.

12. Closing conditions:

12.1 *Escrow closing agent:* **Enter** the name of the escrow company handling the closing.

a. *Escrow instructions:* **Check** the box to indicate the purchase agreement is to also serve as the mutual instructions to escrow from the parties. The escrow company will typically prepare supplemental instructions they will need to handle and close the transaction. [See **first tuesday** Form 401]

b. *Escrow instructions:* **Check** the box to indicate escrow instructions have been prepared and are attached to this purchase agreement. **Prepare** and **attach** the prepared escrow instructions to the purchase agreement and **obtain** the signatures of the parties. [See **first tuesday** Form 401]

12.2 *Closing date:* **Enter** the specific date for closing or the number of days anticipated as necessary for the parties to perform and close escrow. Also, prior to seven days before closing, the parties are to deliver all documents needed by third parties to perform their services by the date scheduled for closing.

a. *Escrow charges:* **Requires** each party to pay their customary escrow closing charges, amounts any competent escrow officer can provide on inquiry.

12.3 *Title conditions:* **Enter** wording for any further-approval contingency provision the buyer may need to confirm that title conditions set forth in the preliminary title report will not interfere with the buyer's intended use of the property, such as "closing contingent on buyer's approval of preliminary title report."

12.4 *Title insurance:* **Provides** for title to be vested in the name of the buyer or his assignee. **Enter** the name of the title insurance company which is to provide a preliminary title report in anticipation of issuing title insurance. **Check** the appropriate box to indicate the type of title insurance policy to be issued on closing.

a. *Policy endorsements:* **Enter** any endorsements to be issued with the policy.

- b. *Payment of premium:* **Check** the appropriate box to indicate whether the buyer or seller is to pay the title insurance premium.
- 12.5 *Fire insurance:* **Requires** the buyer to provide a new policy of hazard insurance.
- 12.6 *Prorates and adjustments:* **Authorizes** pro rations and adjustments on the close of escrow for taxes, insurance premiums, rents, interest, loan balances, service contracts and other property operating expenses, prepaid or accrued.
- 12.7 *Personal property:* **Requires** the seller to execute a bill of sale for any personal property being transferred in this transaction as called for in section 1.
- 12.8 *Property destruction:* **Provides** for the seller to bear the *risk of loss* for any casualty losses suffered by the property prior to the close of escrow. Thus, the buyer may terminate the agreement if the seller is unable to provide a marketable title or should the property improvements suffer major damage. [See Form 183]
13. *Supplemental property tax bill:* **Notifies** the buyer he will receive one or two supplemental property tax bills he is to pay when the county assessor revalues the property after a change in ownership.
14. **Brokerage fee:**
- 14.1 *Fee amount:* **Enter** the total amount of the fee due all brokers to be paid by the seller. The amount of the fee may be stated as a fixed dollar amount or as a percentage of the price.
- a. *Seller paid:* **Provides** that the seller will pay the brokerage fee on the change of ownership.
 - b. *Wrongful prevention:* **Provides** that the party wrongfully preventing the change of ownership will pay the brokerage fee.
- Editor's note — The defaulting party pays all brokerage fees and the brokerage fee can only be altered or cancelled by mutual instructions from the buyer and seller.*
- 14.2 *Fee sharing:* **Enter** the percentage share of the fee each broker is to receive.
- Editor's note — The percentage share may be set based on an oral agreement between the brokers, by acceptance of the listing broker's MLS offer to a selling office to share a fee, or unilaterally by an agent when preparing the buyer's offer.*
- 14.3 *Agency law disclosures:* **Attach** a copy of the Agency Law Disclosure addendum for all parties to sign. [See Form 305 accompanying Chapter 7]
- Editor's note — The disclosure is mandated to be acknowledged by the buyer with the offer and acknowledged by the seller on acceptance as a prerequisite to the brokers enforcing collection of the fee when the property involved contains one-to-four residential units. [See Form 305]*
- 14.4 *Disclosure of sales data:* **Authorizes** the brokers to report the transaction to trade associations or listing services.
15. *Other terms:* **Enter** any special provision to be included in the purchase agreement.

Agency confirmation:

Buyer's broker identification: Enter the name of the buyer's broker and his DRE license number. Enter the name of any selling agent and his DRE license number. Obtain the signature of the buyer's broker or the selling agent acting on behalf of the buyer's broker. Check the appropriate box to indicate the agency which was created by the broker's (and his agents') conduct with the parties. Enter the buyer's broker's address, telephone and fax numbers, and email address.

Seller's broker identification: Enter the name of the seller's broker and his DRE license number. Enter the name of any listing agent and his DRE license. Obtain the signature of the seller's broker or the listing agent acting on behalf of the seller's broker. Check the appropriate box to indicate the agency which was created by the broker's (and his agents') conduct with the parties. Enter the seller's broker's address, telephone and fax numbers, and email address.

Signatures:

Buyer's signature: If additional buyers are involved, check the box, prepare a Signature Page Addendum form referencing this purchase agreement, and enter their names and obtain their signatures until all buyers are individually named and have signed. Enter the date the buyer signs the purchase agreement and the buyer's name. Obtain the buyer's signature.

Seller's signature: If additional sellers are involved, check the box, prepare a Signature Page Addendum form referencing this purchase agreement, and enter their names and obtain their signatures until all sellers are individually named and have signed. Enter the date the seller signs the purchase agreement and the seller's name. Obtain the seller's signature.

Rejection of offer:

Should the offer contained in the purchase agreement be rejected instead of accepted, and the rejection will not result in a counteroffer, enter the date of the rejection and the names of the party rejecting the offer. Obtain the signatures of the party rejecting the offer.

Observations

As a policy of the publisher to provide users of first tuesday forms with maximum loss reduction protection, this purchase agreement does not contain clauses which tend to increase the risk of litigation or are generally felt to work against the best interests of the buyer, seller and broker. Excluded provisions include:

- an *attorney fee provision*, which tends to **promote litigation** and inhibit normal contracting;
- a *time-essence clause*, since future performance (closing) dates are, at best, estimates by the broker and his agents of the time needed to close and are too often **improperly used** by sellers in rising markets to cancel the transaction before the buyer or broker can reasonably comply with the terms of the purchase agreement [See Chapter 45];
- an *arbitration provision*, since arbitration decisions are **final and unappealable**, without any assurance the arbitrator's award will be fair or correct [See Chapter 50]; and
- a *liquidated damages provision*, since they **create wrongful** expectations of windfall profits for sellers and are nearly always forfeitures and unenforceable. [See Chapter 49]

Chapter 52

An owner's residence in foreclosure

This chapter examines the equity purchase restrictions which must be known and applied by all investors buying owner-occupied, one-to-four unit residential property during foreclosure.

The equity purchase sales scheme

An **equity purchase** (EP) transaction takes place when an owner-occupied, one-to-four unit residential property in foreclosure is acquired for **rental, investment or dealer purposes** by a buyer, who is called an *EP investor*.

Conversely, an EP transaction does not occur and the EP rules do not apply when the buyer acquires the property for use as his **personal residence** or a lender originates a trust deed loan for the owner-in-foreclosure.

Equity purchase statutes apply to all buyers who are **EP investors** regardless of the number of EP transactions the investor completes. The investor does not need to be in the business of buying homes in foreclosure for the statutes to apply to him. [Segura v. McBride (1992) 5 CA4th 1028]

Both the EP investor and his agent must comply with EP law or be subject to drastic penalties.

Also, all agents need to be aware that the EP agreement signed by an EP investor must be printed in **bold type**, ranging from at least 10-point to 14-point font size, and be in the **same language** used during negotiations with the seller-in-foreclosure. [Calif. Civil Code §§1695.2, 1695.3, 1695.5]

Thus, the EP investor and all the agents involved in an EP transaction must use a written agreement containing statutory EP notices. Failure to use the correct forms subjects the EP investor and the agents to liability for all losses incurred by the seller-in-foreclosure, plus harsh penalties. [Segura, *supra*]

Editor's note — first tuesday's Equity Purchase Agreement, Form 156, complies with all statutory requirements and properly sets forth the right of the seller-in-foreclosure to cancel. [See first tuesday Form 156]

Cancellation within five business days

Prior to closing an EP sale, the seller-in-foreclosure has a **statutory five-business-day right to cancel** the agreement he has entered into with an EP investor. Thus, the seller can avoid the sale entirely, with or without cause.

The EP investor's compliance with the requirement of a written purchase agreement incorporating the EP rules grants the EP seller the automatic five-business-day right to cancel the agreement before a closing can take place. If the seller cancels within the period, the sale under the purchase agreement cannot be closed.

When the notice of the seller-in-foreclosure's cancellation rights is properly contained in the EP agreement, the seller's **cancellation period ends** at:

- midnight (12:00 a.m.) of the **fifth business day** following the day the seller enters into any type of purchase agreement with an EP investor; or

Figure 1

EQUITY PURCHASE AGREEMENT

Prepared by: Agent _____ Broker _____ Phone _____ Email _____

NOTE: For use by Buyers of one-to-four residential units which are owner-occupied and in foreclosure when the Buyer does not intend to occupy the property. [Calif. Civil Code §1695]

DATE: _____, 20_____, at _____, California.
Items left blank or uncheckable are not applicable.

FACTS:

1. Received from _____ as the Buyer(s),
 1.1 the sum of \$_____ evidenced by personal check, or _____ payable to _____ for deposit only on acceptance of this offer.
- 1.2 Deposit to be applied toward Buyer's obligations under this agreement to purchase property _____ situated in the City of _____, County of _____, California, _____ referred to as _____.
- 1.3 including personal property. see attached Personal Property Inventory. [See ft Form 256]
- 1.4 This agreement is comprised of this six-page form and _____ pages of addenda/attachments.

TERMS: Buyer to pay the purchase price as follows:

3. Cash payment through escrow, including deposits, in the amount of\$_____
4. Buyer to obtain a first, or second, trust deed loan in the amount of\$_____ payable approximately \$_____ monthly for a period of _____ years.
 Interest on closing not to exceed ____% ARM, type _____.
5. Take title subject to, or Assume, an existing first trust deed note held by _____ with an approximate unpaid principal balance of\$_____ payable \$_____ monthly, including interest not exceeding ____%, ARM, type _____, plus a monthly tax/insurance impound payment of \$_____.
- 5.1 The unpaid amount includes delinquent payments, late charges and foreclosure costs to be the responsibility of Buyer in the amount of \$_____ including unpaid delinquent monthly payments beginning with the payment due _____, 20_____.
 5.2 The Impound account to be transferred without charge.
6. Take title subject to, or Assume, an existing second trust deed note held by _____ with an approximate unpaid principal balance of\$_____ payable \$_____ monthly, including interest not exceeding ____%, ARM, type _____, due _____.
- 6.1 The unpaid amount includes delinquent payments, late charges and foreclosure costs to be the responsibility of Buyer in the amount of \$_____ including unpaid delinquent monthly payments beginning with the payment due _____, 20_____.
 6.2 At closing, loan balance differences from those stated above as disclosed by beneficiary statement(s) to be adjusted into the purchase price unless the balances exceed the amount stated, in which case the difference is to be adjusted into the cash payment.
8. Assume an improvement bond lien with an unpaid principal balance of\$_____
9. Note for the balance of the purchase price in the amount of\$_____ to be issued by Seller in favor of Seller and secured by a trust deed on the property junior to any above referenced financing, payable \$_____ monthly, or more, beginning one month after closing, including interest at ____% per annum from closing, due _____, 20_____, after closing.
 9.1 This note and trust deed will not contain provisions for due-on-sale, payment penalty or late charges.
- 9.2 Financial Disclosure Statement is attached as an addendum. [See ft Form 300]
10. Total Purchase Price is\$000

PAGE TWO OF SIX — FORM 156

11. ACCEPTANCE AND PERFORMANCE:

- 11.1 This offer to be deemed revoked unless accepted in writing on presentation, or within _____ days after date, and acceptance is personally delivered or faxed to Offeror or Offeror's Broker within this period.
- 11.2 After acceptance, Broker(s) are authorized to extend any performance date up to one month.
- 11.3 On failure of Buyer to obtain or assume financing as agreed by the date scheduled for closing, Buyer may terminate the agreement.
- 11.4 Buyer's close of escrow is conditioned on Buyer's prior or concurrent closing on a sale of other property, commonly referred to as _____.
- 11.5 Any termination of the agreement shall be by written Notice of Cancellation timely delivered to the other party, the other party's Broker or escrow, with instructions to escrow to return all instruments and funds to the parties depositing them. [See ft Form 183]
- 11.6 Both parties reserve their rights to assign and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow on either party's written notice. [See ft Form 171 or 172]
- 11.7 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.
- 11.8 Should Buyer breach the agreement, Buyer's monetary liability to Seller is limited to \$_____.

12. PROPERTY CONDITIONS:

- 12.1 Seller to furnish prior to closing:
 a. a structural pest control inspection report and certification of clearance of corrective conditions.
 b. a home inspection report prepared by an insured home inspector showing the land and improvements to be free of material defects.
 c. a one-year home warranty policy:
 - insurer _____
 - Coverage _____
 d. a certificate of occupancy, or other clearance or retrofitting, required by local ordinance for the transfer of possession or title.
 e. a certification by a licensed contractor stating the sewage disposal system is functioning properly, and if it contains a septic tank, is not in need of pumping.
 f. a certification by a licensed water testing lab stating the well supplying the property meets potable water standards.
 g. a certification by a licensed well-drilling contractor stating the well supplying the property produces a minimum of _____ gallon(s) per minute.
 h. Energy Audit Report stating the rating for the property's improvements is no greater than _____.
- 12.2 Seller's Condition of Property Disclosure — Transfer Disclosure Statement (TDS) [See ft Form 304]
 a. is attached; or
 b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may either cancel the transaction based on a reasonable disapproval of the disclosure or deliver to Seller or Seller's Broker a written notice itemizing any material defects in the property disclosed by the statement and unknown to Buyer prior to acceptance. [See ft Form 269] Seller to repair, replace or correct noticed defects prior to closing.
- 12.3 Seller's Transfer Fee Disclosure Statement [See ft Form 304-2]
 a. is attached; or
 b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may terminate this agreement based on a reasonable disapproval of the Transfer Fee Disclosure.
 c. Seller to pay any transfer fees arising out of the transaction.

PAGE THREE OF SIX — FORM 156

PAGE THREE OF SIX — FORM 156

12.4 Buyer to inspect the property twice:

- a. an initial property inspection is required on acceptance to confirm the property's condition is substantially the same as offered to the Buyer and represented by Seller or Seller's Agents prior to acceptance, and if substantially the same, Buyer to promptly notify Seller in writing of undiscovered material defects discovered. [See ft Form 263] Seller to repair, replace or correct noticed defects prior to closing; and
 b. a final walk-through inspection is required within five days before closing to confirm the correction of any noticed defects under §12.2b and §12.4a and maintenance under §12.14. [See ft Form 270]
- 12.5 Seller's Natural Hazard Disclosure (NHD) Statement [See ft Form 314] is attached, or is to be handed to Buyer on acceptance for Buyer's review. Within ten days of Buyer's post-acceptance receipt of the NHD, Buyer may terminate the agreement based on a reasonable disapproval of hazards disclosed by the Statement and unknown to Buyer prior to acceptance. [See ft Forms 182 and 183]
- 12.6 Buyer acknowledges receipt of a booklet and related seller disclosures containing Environmental Hazards: A Guide for Homeowners, Buyers, Landlords and Tenants (on all one-to-four units), Your Family from Lead in Your Home (on all pre-1978 one-to-four units) [See ft Form 313], and The Homeowner's Guide to Earthquake Safety (on all pre-1960 one-to-four units). [See ft Form 315]
- 12.7 The property is located in: an industrial use area, a military ordnance area, a rent control area or airport, farmland, or San Francisco Bay area, see attached Notice Addendum. [See ft Form 308], or
- 12.8 On acceptance, Seller to hand Buyer the following property information for Buyer's review:
 Property Expense Report [See ft Forms 306].
 a. Within ten days of receipt, Buyer may terminate the agreement based on a reasonable disapproval of the property information received.
- 12.9 If a Homeowners' Association (HOA) is involved, Buyer has received and approves, or Buyer on acceptance to be handed, copies of the association's Articles, Bylaws, CC&Rs, collection and lien enforcement policy, operating rules, operating budget, CPA's financial review, insurance policy summary and any age restriction statement.
 a. No association claims for defects or changes in regular or special assessments are pending or anticipated. Current monthly assessment is \$_____.
 b. Seller is not in violation of CC&Rs, except _____.
 c. Seller to pay association documents and transfer fees.
 d. Buyer to approve the association's statement of condition of assessments and confirm representations in §12.9a as a condition for closing escrow.
 e. Within ten days of Buyer's post-acceptance receipt of the association documents, Buyer may terminate the agreement based on a reasonable disapproval of the documents. [See ft Form 183]
- 12.10 Seller's Neighborhood Security Disclosure [See ft Form 321]
 a. is attached, or
 b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may terminate this agreement based on a reasonable disapproval of the Criminal Activity and Security Disclosure Statement.
- 12.11 Smoke detector(s) and water heater bracing exist in compliance with the law, and if not, Seller to install.
- 12.12 If this property or an adjoining property contains a solar collector authorized by the Solar Shade Control Act (California Public Resources Code §§25980 et seq.) and notice of its existence has been sent or received by Seller, then on acceptance, Seller to hand Buyer copies of the notices sent or received by Seller or provided to Seller by prior Owners of the property for Buyer's review. Buyer may, within ten days after receipt, terminate this agreement based on a reasonable disapproval of the conditions disclosed by the solar shade control notices.
- 12.13 Possession of the property and keys/access codes to be delivered: on close of escrow, or as stated in the attached Occupancy Agreement. [See ft Forms 271 and 272]
- 12.14 Seller to maintain the property in good condition until possession is delivered.
- 12.15 Fixtures and fittings attached to the property include but are not limited to: window shades, blinds, light fixtures, plumbing fixtures, curtain rods, wall-to-wall carpeting, draperies, hardware, antennas, air coolers and conditioners, trees, shrubs, mailboxes and other similar items.

PAGE THREE OF SIX — FORM 156

Figure 1 Continued

<p align="center">PAGE FOUR OF SIX — FORM 156</p> <p>12.16 Notice: Pursuant to Section 290.46 of the Penal Code, information about specified registered sex offenders is made available to the public via an Internet Web site maintained by the Department of Justice at www.meganslaw.ca.gov. Depending on an offender's criminal history, this information will include either the address at which the offender resides or the community of residence and ZIP code in which he or she resides.</p> <p>13. CLOSING CONDITIONS:</p> <p>13.1 This transaction to be escrowed with _____ Parties to deliver instructions to escrow as soon as reasonably possible after acceptance. a. <input type="checkbox"/> Escrow holder is authorized and instructed to act on the provisions of this agreement as the mutual escrow instructions of the parties and to draft any additional instructions necessary to close this transaction. [See ft Form 401] b. <input type="checkbox"/> Escrow instructions, prepared and signed by the parties, are attached to be handed to escrow on acceptance. [See ft Form 401]</p> <p>13.2 Escrow to be handed all instruments needed to close escrow on or before _____ 20_____, or within _____ days after acceptance. Parties to hand escrow all documents required by the title insurer, lenders or other third parties to this transaction prior to seven days before the date scheduled for closing. a. Each party to pay its customary Escrow charges. [See ft Forms 310 and 311] 13.3 The amount of any taxes, liens, bonds, assessments or other encumbrances on the property not referenced are, at Buyer's option, to remain of record and be deducted first from the cash payment and then from any carryback note. 13.4 Buyer's title to be subject to covenants, conditions, restrictions, reservations and easements of record.</p> <p>13.5 Title to be vested in Buyer or Assignee free of encumbrances other than those set forth herein. Buyer's interest in title to be insured under a policy issued by _____ title company on a(n) <input type="checkbox"/> Homeowner(s) policy (one-to-four units), <input type="checkbox"/> Residential ALTA-R policy (vacant or improved residential parcel), <input type="checkbox"/> Owner's policy (other than one-to-four units), <input type="checkbox"/> CLTA Joint Protection policy (also naming Carryback Seller or purchase-assist lender), or <input type="checkbox"/> Binder (to insure resale or refinance within two years). a. Endorsements _____ b. <input type="checkbox"/> Seller, or <input type="checkbox"/> Buyer, to pay the title insurance premium. 13.6 Buyer to furnish a new fire insurance policy covering the property. 13.7 Taxes, assessments, insurance premiums, rents, interest and other expenses to be pro rated to close of escrow, unless otherwise provided. 13.8 Bill of Sale to be executed for any personal property being transferred. 13.9 If Seller is unable to convey marketable title as agreed, or if the improvements on the property are materially damaged prior to closing, Buyer may terminate the agreement. Seller to pay all reasonable escrow cancellation charges. [See ft Form 183]</p> <p>14. Buyer's Broker and sales agent hereby confirms under penalty of perjury that: 14.1 <input type="checkbox"/> he holds a valid, current California real estate license; 14.2 <input type="checkbox"/> he has provided proof of his license to the seller-in-foreclosure by attaching: a. <input type="checkbox"/> a copy of his license as issued by the DRE; or b. <input type="checkbox"/> a printout of the DRE's Current License Status for the licensee; and 14.3 <input type="checkbox"/> he holds adequate coverage via bond, errors and omissions insurance, or whatever other means which may become required by Equity Purchase laws.</p> <p>15. FURTHER CONDITIONS: _____ _____</p>	<p align="right">PAGE FIVE OF SIX — FORM 156</p> <p>16. NOTICE OF YOUR SUPPLEMENTAL PROPERTY TAX BILL: California property tax law requires the Assessor to revalue real property at the time the ownership of the property changes. Because of this law, you may receive one or two supplemental tax bills, depending on when your loan closes. The supplemental tax bills are not mailed to your lender. If you have arranged for your property taxes to be paid through an impound account, the supplemental tax bills will not be paid by your lender. It is your responsibility to pay these supplemental bills directly to the Tax Collector. If you have any questions concerning this matter, please call your local Tax Collector's Office.</p> <p>17. BROKERAGE FEE: 17.1 Parties to pay the below mentioned Broker(s) a fee now due of _____ as follows: a. Seller to pay the brokerage fee on the change of ownership. b. The party wrongfully preventing this change of ownership to pay the brokerage fee. 17.2 Buyer's Broker and Seller's Broker, respectively, to share the brokerage fee _____. 17.3 Attached is the Agency Law Disclosure. [See ft Form 305] 17.4 Broker is authorized to report the sale, its price and terms for dissemination and use of participants in brokerage trade associations or listing services.</p> <p>18. CANCELLATION PERIOD: 18.1 Seller has the below noticed right to cancel this agreement until midnight of the fifth business day following the day Seller signs this agreement, or until 8 a.m. on the day scheduled for a trustee's foreclosure sale of the property, whichever occurs first.</p>																				
<p>NOTICE REQUIRED BY CALIFORNIA LAW:</p> <p>Until your right to cancel this contract has ended, _____ (Buyer)</p> <p>or anyone working for _____ (Buyer)</p> <p>CANNOT ask you to sign or have you sign any deed or any other document. You may cancel this contract for the sale of your house, without any penalty or obligation at any time before _____: _____ m. on _____, 20_____. See attached Notice of Cancellation form for an explanation of this right. (To be filled out by Buyer)</p>																					
<table border="0"> <tr> <td style="width: 50%;">Buyer's/ Selling Broker: _____</td> <td style="width: 50%;">Seller's/ Listing Broker: _____</td> </tr> <tr> <td>Broker's DRE Identification #: _____</td> <td>Broker's DRE Identification #: _____</td> </tr> <tr> <td>Selling Agent: _____</td> <td>Listing Agent: _____</td> </tr> <tr> <td>Agent's DRE Identification #: _____</td> <td>Agent's DRE Identification #: _____</td> </tr> <tr> <td colspan="2">Signature: _____</td> </tr> <tr> <td colspan="2">Is the agent of: <input type="checkbox"/> Buyer exclusively. <input type="checkbox"/> Both Seller and Buyer.</td> </tr> <tr> <td colspan="2">Address: _____</td> </tr> <tr> <td colspan="2">Phone: _____ Cell: _____</td> </tr> <tr> <td colspan="2">Fax: _____</td> </tr> <tr> <td colspan="2">Email: _____</td> </tr> </table> <p align="center">PAGE FIVE OF SIX — FORM 156</p>		Buyer's/ Selling Broker: _____	Seller's/ Listing Broker: _____	Broker's DRE Identification #: _____	Broker's DRE Identification #: _____	Selling Agent: _____	Listing Agent: _____	Agent's DRE Identification #: _____	Agent's DRE Identification #: _____	Signature: _____		Is the agent of: <input type="checkbox"/> Buyer exclusively. <input type="checkbox"/> Both Seller and Buyer.		Address: _____		Phone: _____ Cell: _____		Fax: _____		Email: _____	
Buyer's/ Selling Broker: _____	Seller's/ Listing Broker: _____																				
Broker's DRE Identification #: _____	Broker's DRE Identification #: _____																				
Selling Agent: _____	Listing Agent: _____																				
Agent's DRE Identification #: _____	Agent's DRE Identification #: _____																				
Signature: _____																					
Is the agent of: <input type="checkbox"/> Buyer exclusively. <input type="checkbox"/> Both Seller and Buyer.																					
Address: _____																					
Phone: _____ Cell: _____																					
Fax: _____																					
Email: _____																					
<table border="0"> <tr> <td style="width: 50%;">I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____</td> <td style="width: 50%;">I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____</td> </tr> <tr> <td>Signature: _____</td> <td>Signature: _____</td> </tr> <tr> <td>Buyer: _____</td> <td>Seller: _____</td> </tr> <tr> <td>Signature: _____</td> <td>Signature: _____</td> </tr> </table> <p align="center">NOTICE OF CANCELLATION (To be filled out by Buyer)</p> <p>Seller signed the Equity Purchase Agreement on _____, 20_____. You may cancel this contract for the sale of your house, without any penalty or obligation, at any time before _____: _____ m. on _____, 20_____. To cancel this transaction, personally deliver a signed and dated copy of this cancellation notice, or send a telegram to _____ (Buyer) at _____ (Business Address) at _____ NOT LATER THAN _____: _____ m. on _____, 20_____. I hereby cancel this transaction. Date: _____, 20_____ Seller's Signature: _____ Seller's Signature: _____</p>		I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____	I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____	Signature: _____	Signature: _____	Buyer: _____	Seller: _____	Signature: _____	Signature: _____												
I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____	I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____																				
Signature: _____	Signature: _____																				
Buyer: _____	Seller: _____																				
Signature: _____	Signature: _____																				
<table border="0"> <tr> <td style="width: 50%;">I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____</td> <td style="width: 50%;">I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____</td> </tr> <tr> <td>Signature: _____</td> <td>Signature: _____</td> </tr> <tr> <td>Seller: _____</td> <td>Buyer: _____</td> </tr> <tr> <td>Signature: _____</td> <td>Signature: _____</td> </tr> </table> <p align="center">NOTICE OF CANCELLATION (To be filled out by Buyer)</p> <p>Seller signed the Equity Purchase Agreement on _____, 20_____. You may cancel this contract for the sale of your house, without any penalty or obligation, at any time before _____: _____ m. on _____, 20_____. To cancel this transaction, personally deliver a signed and dated copy of this cancellation notice, or send a telegram to _____ (Buyer) at _____ (Business Address) at _____ NOT LATER THAN _____: _____ m. on _____, 20_____. I hereby cancel this transaction. Date: _____, 20_____ Seller's Signature: _____ Seller's Signature: _____</p>		I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____	I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____	Signature: _____	Signature: _____	Seller: _____	Buyer: _____	Signature: _____	Signature: _____												
I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Seller: _____	I agree to the terms stated above. <input type="checkbox"/> See Signature Page Addendum. [ft Form 251] Date: _____, 20_____ Buyer: _____																				
Signature: _____	Signature: _____																				
Seller: _____	Buyer: _____																				
Signature: _____	Signature: _____																				
<p>FORM 156 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494</p>																					

- 8:00 a.m. of the day scheduled for the trustee's sale, if it is to occur first. [CC §1695.4(a)]

The seller-in-foreclosure's five-business-day right to cancel does not begin until proper notice of the cancellation period is given to the seller by the EP investor. [CC §1695.4(b)]

The first and proper time for giving the seller-in-foreclosure the notice is in the EP agreement. Failure to do so allows the seller to **cancel** the sales agreement and escrow, even to **rescind** the sale after closing, until the notice is ultimately given and the five business days have run without cancellation.

A **business day** is any day except Sunday and the following business holidays: New Year's Day, Washington's Birthday, Memorial Day, Independence Day, Labor Day, Columbus Day, Veterans' Day, Thanksgiving Day, and Christmas Day. Thus, Saturday is considered a business day under EP law, unless it falls on an enumerated holiday. Many state holidays are not included as holidays. [CC §1695.1(d)]

Until expiration of the right of the seller-in-foreclosure to cancel the transaction, the EP investor may not:

- **accept or induce a conveyance** of any interest in the property from the seller;
- **record any document** regarding the residence signed by the seller with the county recorder;
- **transfer an interest** in the property to a third party;
- **encumber any interest** in the residence; or
- **hand the seller** a "good-faith" deposit or other consideration. [CC §1695.6(b)]

However, escrow can be opened on acceptance, and deeds and funds deposited with escrow, since the seller-in-foreclosure is not delivering a conveyance (to the buyer) and will not receive funds until the close of escrow.

In negotiations with the seller-in-foreclosure, the EP investor, as with any buyer or agent, may not make false representations or misleading statements about:

- the value of the property in foreclosure;
- the net proceeds the seller will receive on closing escrow [See **first tuesday** Form 310];
- the terms of the purchase agreement or any other document the EP investor uses to induce the seller to sign; or
- the rights of the seller in the EP transaction. [CC §1695.6(d)]

Cancellation of the purchase agreement by the seller-in-foreclosure is **effective on delivery** of the signed written notice of cancellation to the EP investor's address in the purchase agreement. [CC §1695.4(b)]

When the EP investor receives the seller-in-foreclosure's written notice of cancellation, he must return, without condition, any original contract documents, such as the EP agreement bearing the seller's signature, to the seller within ten days following receipt of the notice. [CC §1695.6(c)]

Accordingly, the EP investor should not place funds in escrow before expiration of the cancellation period and a request for funds is made by escrow since an EP investor is not permitted to couple the release of funds to the return of documents on cancellation.

When the cancellation period expires for lack of a cancellation, the purchase agreement becomes enforceable and escrow can be closed, unless other contingencies exist.

Brokers limited to listing property

Equity purchase (EP) legislation regulates brokers when they act as a **buyer's agent** for EP investors who attempt to buy an owner-occupant's home that is in foreclosure.

The broker **representing an EP investor** must, when negotiating an EP transaction, deliver to all parties to the transaction a written *EP disclosure statement* that the buyer's agent representing the EP investor is a **licensed** real estate broker.

The broker must also provide **proof of licensure** to the seller-in-foreclosure showing the broker holds a current, valid California real estate license. [CC §1695.17(a)]

If the buyer's agent fails to deliver either the **EP disclosure statement** or the proof of licensure to the relevant parties, the EP agreement is **voidable** at the discretion of the seller any time before escrow closes.

Also, the EP investor is liable to the seller-in-foreclosure for any **losses arising** out of the buyer's agent's nondisclosure of licensing requirements. [CC §1695.17(b)]

However, the EP investor would be entitled to *equitable indemnity* from his agent, a reimbursement for the seller's losses caused by the agent's nondisclosure. **Equitable indemnity** is available to the EP investor who, without active fault on his part, is forced by legal obligation to pay for losses created by his agent's nondisclosure. [**San Francisco Examiner Division, Hearst Publishing Company v. Sweat** (1967) 248 CA2d 493]

Broker as principal

The EP legislation does not restrict the ability of an individual, who may coincidentally be licensed as a broker or sales agent, to act solely as a **principal** purchasing property as an investor in an EP transaction.

Thus, a licensed real estate broker or agent may himself be the EP investor, eliminating use of the agency law disclosure as well as avoiding licensee disclosure and proof requirements. The licensed real estate broker or agent, acting solely as an EP investor, is a buyer who merely happens to hold a real estate license — a fact which does not need to be disclosed to the seller-in-foreclosure since the licensee is not also acting as an agent for anyone in the transaction.

Conversely, if a real estate broker **employed** as the listing broker by a seller-in-foreclosure decides to directly or indirectly buy his client's property, he **must disclose** to his seller-client that he is **also acting as a principal** in the transaction. [Calif. Business and Professions Code §§10176(d), 10176(g), 10176(h)]

Representing the seller

Prudent brokers and agents are inclined not to solicit or accept an exclusive right-to-sell listing from a seller-in-foreclosure. Property in foreclosure must be sold and escrow closed before the date of the trustee's foreclosure sale to have fully performed the employment and be entitled to a fee.

Unless the delinquent loan is brought current prior to five business days before the trustee's sale or paid in full before the sales date, the home will be sold at the trustee's sale. [CC §§2924c(e), 2903]

The listing agent for a seller-in-foreclosure usually needs extra time to find a buyer and close escrow since the frequency of foreclosures is inversely related to the volume of sales. The time constraints imposed on the listing agent by a trustee's sale date, before which the listing agent must close any sale of the property, place extra pressure on the broker employed under an exclusive listing agreement to locate a buyer.

As always, the listing agent acting under an exclusive listing must perform his agency duties owed the seller by properly marketing the property with care and diligence. As a further complication, the seller-in-foreclosure expects the broker to save his equity by negotiating a sale of the property and closing escrow before the property is lost to the foreclosing lender.

If the insolvent seller loses his equity, he may claim a lack of due diligence or unprofessional conduct on the part of the broker to locate a buyer and close an escrow — a risk the broker and his agents take when listing a home which is in foreclosure.

Two-year right of rescission

A *Notice of Default (NOD)* is recorded on a homeowner's personal residence after several months of unpaid installments.

The homeowner, now in foreclosure, is willing to sell on almost any terms to salvage his remaining credit and equity in the property.

The property is listed with a broker. The broker's listing agent markets the property primarily to buyers who will occupy the property as their personal residence.

However, an offer is submitted directly to the seller-in-foreclosure by an EP investor, acting on his own account, without broker representation. Under the EP offer, the seller-in-foreclosure will receive cash for his equity. Additionally, the EP investor will cure the seller's loan delinquencies.

The seller-in-foreclosure contacts his listing broker who, after reviewing the offer, recommends the seller accept the EP investor's offer and, if an acceptable backup offer is received within the cancellation period, accept the backup offer and cancel the EP agreement.

The agent advises his client he has five business days after his acceptance of the EP offer to cancel the sale since the sale involves the seller's home, which is in foreclosure.

The seller-in-foreclosure accepts the EP investor's offer. The five-day cancellation period expires without receiving a backup offer and escrow is opened on the EP agreement. The EP transaction is later closed and the property conveyed.

Does the EP investor receive good title when he accepts the grant deed?

No! The EP investor's title remains subject to the seller-in-foreclosure's right of rescission for two years after closing. If at any time during the two years following the close of escrow and the recording of the grant deed conveyance the seller believes the **EP investor's conduct and the price paid** gave the EP investor an *unconscionable advantage*, the seller may attempt to rescind the transaction and recover the home he sold. [CC §1695.14]

The unconscionable advantage

The two-year rescission period only allows a seller-in-foreclosure to recover property if he can demonstrate the EP investor took **unconscionable advantage** of him when negotiating the purchase of the property.

Showing the existence of an unconscionable advantage in the **EP investor's conduct** is problematic for both the seller-in-foreclosure and the EP investor. The legislature has not defined what exactly constitutes an act of unconscionable advantage by the buyer.

What was a reasonable sales price under the circumstances surrounding the seller-in-foreclosure when the transaction was entered into might appear to be unconscionable to the seller in the future due to market factors and inflation, not the conduct of the EP investor. Thus, an EP investor assumes the risk that a rising economy may provoke the seller into attempting to rescind (for the wrong legal reason).

If real estate values rise rapidly and significantly, the “greed factor” may set in, turning a formerly desperate seller-in-foreclosure into an astute rescinding seller.

However, any increase in the value of the property after acceptance of the EP investor's offer may not be considered. The test of unconscionable advantage is not based on events occurring after the seller-in-foreclosure enters into the purchase agreement.

Market circumstances existing at the time of the negotiations or when the parties entered into the agreement are the economic considerations which form one of the two elements for testing unconscionable advantage. [Colton v. Stanford (1890) 82 C 351]

Unconscionability has two aspects:

- the lack of a **meaningful choice** of action for the seller-in-foreclosure when negotiating to sell the home to the EP investor, legally called *procedural unconscionability*; and
- a purchase price or method of payment which is **unreasonably favorable** to the EP investor, legally called *substantive unconscionability*.

The **price paid**, like any other provision in a purchase agreement, can be considered unconscionable. When determining the unconscionability of the purchase price, justification for the price at the time of the sale and the terms of payment will be examined.

An **unconscionable method of payment** could include:

- carryback paper with an unreasonably low interest rate, long amortization or a due date on the note that bears no relationship to current market rates and payment schedules; or
- an exchange of worthless land, stock, gems or zero coupon bonds at face value with a 20-year maturity date.

A form of payment which is uncollectible, unredeemable and with no present value would be unconscionable.

However, the existence of unreasonable pricing and payment alone is not enough to show the unconscionable advantage needed to rescind a closed transaction. Both the lack of a **meaningful choice** and **unreasonably favorable** (advantageous) terms must exist to show **unconscionability** existed.

The un-American low price

Any procedures used or conduct employed by an EP investor as a misfeasance or misrepresentation made to deprive the seller-in-foreclosure of a reasonable choice between the EP investor's offer and offers from other buyers must exist to establish the lack of a meaningful choice or alternative to the EP investor's offer.

An **unconscionable advantage** occurs if the EP investor exploits an element of *oppression* or *surprise* and exacts an unreasonably low and favorable purchase price or term of payment.

Oppression by the EP investor exists when the inequality in bargaining power between the investor and the seller-in-foreclosure results in no real negotiations between them — a "take it or leave it" environment deliberately removed from competing buyers. The foreclosure environment itself often presents a one-sided bargaining advantage for the EP investor to exploit should he decide he does not want his offer "shopped around" and used to solicit a better deal from other buyers during the five-business-day cancellation period.

Surprise occurs due to the post-closing discovery of terms which are hidden in the lengthy provisions of the agreement. The price and how it will be paid is not a surprise. The price is well known to the seller-in-foreclosure and, on any rescission action by the seller, will likely be the only term of the agreement contested by the seller.

The greater the marketplace oppression or post-closing surprise discovery in the transaction, the less an unreasonably favorable price paid by an EP investor will be tolerated. [**Carboni v. Arrospide** (1991) 2 CA4th 76]

Structuring the EP agreement

An investor, not intending to be an owner-occupant buyer, wants to purchase single family residences (SFRs) for investment purposes.

The investor locates an owner-occupied SFR encumbered by a trust deed on which a Notice of Default (NOD) has been recorded, commencing a trustee's foreclosure.

Because the seller occupies the residential property and an NOD has been recorded, the investor realizes he must comply with California's EP laws when preparing and submitting an offer to purchase the property.

The EP investor is willing to purchase the SFR for a price of \$140,000 on the following terms:

- **pay** \$10,000 cash to the seller-in-foreclosure for his equity in the property;
- **take over** the existing loan with a total of \$130,000 due the lender in unpaid principal, delinquent installments and foreclosure costs; and
- **pay** the delinquent installments of principal, interest, taxes and insurance (PITI) and the foreclosure costs of approximately \$7,400 — all of which are included in the \$130,000 owed the lender on the loan.

The EP agreement calls for a \$10,000 cash down payment. [See Form 156]

Also, the EP investor will take title to the property "subject to" the existing first trust deed with a 28-year amortization remaining.

The conditions of the trust deed note are:

- \$122,600 of remaining principal (after the delinquent payments have been brought current);
- 6.5% interest;
- \$802.30 monthly principal and interest payments;
- \$150 monthly taxes/insurance impounds payments;
- current five month delinquencies on PITI of \$4,761.50; and
- foreclosure costs of \$1,316.80.

The first trust deed is a loan insured by the Federal Housing Administration (FHA) subject to the Department of Housing and Urban Development (HUD) due-on-sale rules controlling investor purchases. However, only HUD, not the lender, has the right to call a HUD-insured loan. The likelihood of HUD calling any loan which is kept current is remote. Thus, the loan may be taken over by the EP investor "subject to" minimal interference from the lender, i.e., assumption fees and loan modification are avoided.

The seller-in-foreclosure will not be carrying back a portion of the purchase price since this is a cash-to-loan transaction.

As an alternative method for payment of the purchase price, negotiations could have included provisions for the seller to carryback paper in the EP transaction.

The seller-in-foreclosure is five months delinquent in payments. The EP investor will bring the \$4,761.50 in delinquent PITI payments current, which includes \$326.66 in principal reduction.

Taxwise, the payment of the delinquent principal and interest (PI) payments (not the impounds) is part of the EP investor's original **costs of acquisition**. The interest paid by the EP investor which accrued **before acquiring** the property is an expense of the seller-in-foreclosure, not the EP investor. Thus, the payment of the seller's debts must be capitalized by the EP investor as part of his cost basis in the property. [Internal Revenue Code §1012]

The EP investor's cost basis on acquisition of the property will be the purchase price of approximately \$140,000, which includes the seller-in-foreclosure's delinquent PI installments, foreclosure costs and the principal balance on the loan, less the impound account balance.

A prudent EP investor will determine the total cash funds needed to close escrow before making an offer. **Cash expenditures** of the EP investor on closing include:

- a down payment of \$10,000.00;
- delinquent principal, interest, taxes and impounds of \$4,761.50;
- foreclosure costs of \$1,316.80;
- escrow fees and charges of \$300.00; and
- a total cash investment of \$16,378.30.

Chapter 53

Income property acquisitions

This chapter distinguishes the purchase agreement used for acquiring income property and reviews its use as a checklist for due diligence investigations.

Investigating a property's worth

At an investment property marketing session, an agent looking for properties to acquire on behalf of his client picks up a mini-package on a property listed for sale by another agent. The package contains an Annual Property Operating Data (APOD) sheet. On review of the APOD, the property appears to match the income property requirements of his client.

The client is contacted. Both the agent and the client drive by the property. The building's exterior appearance is acceptable. The area surrounding the property looks stable. The property seems properly located for a project of its size and type. It is agreed the agent will gather more information on the property.

The agent obtains a profile on the property from a title company. The title is consistent with information received from the listing agent regarding trust deeds and vesting.

To begin an analysis of the property, the agent contacts the listing agent for more **fundamentals** on the property, asking him to produce:

- a *rent roll* spread sheet covering each unit (type, size, tenant, commencement of occupancy, expiration of lease, rent amount and any discount/free rent, payment history, furnishings, etc.);
- a two-year *occupancy history* on each unit;
- information regarding **security arrangements** and criminal activity on or around the property during the past year;
- a *property manager* or resident manager who is available for an interview;
- information regarding **maintenance procedures** and the repair services used;
- a copy of schedule "B" (CC&R exclusions) to the owner's policy of *title insurance*;
- the lender's name and the balance, payments, interest rates and due date on each **existing loan**; and
- any available information relating to the integrity of the **property's condition** and the nature of the property's location which might adversely affect the property's value.

The prospective buyer's agent asks for all this information knowing the seller and the listing agent **owe a duty to inform** all prospective buyers and their agents of all facts about the property that are **known**

or readily available to them which might have an adverse impact on its market value. Hopefully, the listing agent has already gathered all the fundamental property information and has it ready in a complete listing or marketing package.

If the listing agent has not yet gathered the facts which are available to him, he will likely insist the information is not necessary for a prospective buyer to submit an offer. However, price negotiations should not commence until disclosures of **all readily available** property data and information have been handed over by the seller or his listing agent since the confirmation of the **veracity of these disclosures** is what due diligence investigations prior to closing are all about.

The prospective buyer is advised the seller or the seller's agent may insist he enter into a **confidentiality agreement** before some of the information requested of the seller's agent will be released. Thus, the buyer may need to identify himself to the seller before the seller will release information on the tenants, their leases and property operations, which the buyer needs to determine the property's worth and set the price and terms, before making an offer.

When the information is received and reviewed, if it warrants a further investigation into the suitability of the property for acquisition, the buyer's agent and prospective buyer will then personally inspect the premises and any vacant units, and thoroughly discuss operations with those who manage the property.

After receiving these initial disclosures and conducting a minimal investigation, the buyer's agent will prepare a purchase agreement if the property still appears to be suitable to the prospective buyer. By submission of the purchase agreement offer, they will **commence negotiations** on the price to be paid and the conditions which must be met so the prospective buyer can complete a due diligence investigation to confirm his initial expectations about the property. Any counteroffer by the seller will sort out the seller's willingness to permit the prospective buyer to corroborate the property's worth.

Analyzing the income property purchase agreement

The income property purchase agreement, **first tuesday** Form 159, is used to prepare and submit the buyer's **written offer** to purchase income property, excluding one-to-four unit residential property. Terms for payment of the price are limited to conventional financing, an assumption of existing loans and a carryback note. Form 159 is also properly used by sellers in a counteroffer situation to submit their **fresh offer** to sell the real estate. [See Figure 1]

The purchase agreement offer, if accepted, becomes the binding written contract between the buyer and seller. Its terms must be complete and clear to prevent misunderstandings so the agreement can be judicially enforced. Thus, Form 159 is a comprehensive "boilerplate" purchase agreement which serves as a **checklist**, presenting the various conventional financing arrangements and conditions a prudent buyer would consider when making an offer to purchase.

Each section in Form 159 has a separate purpose and need for enforcement. The sections include:

1. **Identification:** The date of preparation for referencing the agreement, the name of the buyer, the amount of the good-faith deposit, the description of the real estate, an inventory of any personal property included in the transfer and the number of pages contained in the agreement and its addenda are set forth in sections 1 and 2 to establish the facts on which the agreement is negotiated.

2. **Price and terms:** All the typical variations for payment of the price by conventional purchase-assist financing or an assumption of existing financing are set forth in sections 3 through 9 as a checklist of provisions. On making an offer (or counteroffer), the terms for payment and financing of the price are selected by checking boxes and filling blanks in the desired provisions.
3. **Acceptance and performance:** Aspects of the formation of a contract, excuses for nonperformance and termination of the agreement are provided for in section 10, such as the time period for acceptance of the offer, the broker's authorization to extend performance deadlines, the financing of the price as a closing contingency, procedures for cancellation of the agreement, a sale of other property as a closing contingency, cooperation to effect a §1031 transaction and limitations on monetary liability for breach of contract.
4. **Due diligence contingencies:** Contingencies for the buyer's due diligence investigations into income and expense records, rental income statements, hazard disclosures, property condition disclosures, and other relevant information to be delivered by the seller are set forth in section 11.
5. **Property Conditions:** The buyer's confirmation of the physical condition of the property as disclosed prior to acceptance is **confirmed** as set forth in section 12 by the seller's delivery of reports, warranty policies and certifications not handed to the buyer prior to entry into the purchase agreement.
6. **Closing conditions:** The escrow holder, escrow instruction arrangements and the date of closing are established in section 13, as are title conditions, title insurance, hazard insurance, prorates and loan adjustments.
7. **Brokerage and agency:** The release of sales data on the transaction to trade associations is authorized, the brokerage fee is set and the delivery of the agency law disclosure to both buyer and seller is provided for as set forth in section 15, as well as the confirmation of the agency undertaken by the brokers and their agents on behalf of one or both parties to the agreement.
8. **Signatures:** The seller and buyer bind each other to perform as agreed in the purchase agreement by signing and dating their signatures to establish the date of offer and acceptance.

Preparing the income property purchase agreement

The following instructions are for the preparation and use of the Income Property Purchase Agreement, **first tuesday** Form 159. Form 159 is designed as a checklist of practical provisions so a broker or his agent can prepare an offer for a prospective buyer who seeks to purchase conventionally financed, other than one-to-four unit, income property located in California.

Each instruction corresponds to the provision in the form bearing the same number.

*Editor's note — **Check and enter** items throughout the agreement in each provision with boxes and blanks, unless the provision is not intended to be included as part of the final agreement, in which case it is left unchecked or blank.*

Document identification:

Enter the date and name of the city where the offer is prepared. This date is used when referring to this purchase agreement.

Figure 1

PURCHASE AGREEMENT (Other than One-to-Four Residential Units — Income Property)	
Prepared by:	Agent _____ Phone _____ Broker _____ Email _____
DATE: _____, 20_____, at _____, California. <small>Items left blank or unchecked are not applicable.</small>	
FACTS:	
<p>1. Received from _____, as the Buyer(s), 1.1 the sum of \$_____ evidenced by <input type="checkbox"/> personal check, or <input type="checkbox"/> postdated check, or <input type="checkbox"/> deposit only on acceptance of this offer. 1.2 Deposit to be applied toward Buyer's obligations under this agreement to purchase property _____ 1.3 situated in the City of _____, County of _____, California, 1.4 referred to as _____ 1.5 including personal property. <input type="checkbox"/> see attached Personal Property Inventory. [See ft Form 256]</p> <p>2. This agreement is comprised of this four-page form and _____ pages of addenda/attachments.</p>	
TERMS: Buyer to pay the purchase price as follows:	
<p>3. Cash payment through escrow, including deposits, in the amount of \$_____</p> <p>3.1 Other consideration paid through escrow \$_____</p> <p>4. Buyer to obtain a <input type="checkbox"/> first, or <input type="checkbox"/> second, trust deed loan in the amount of \$_____ payable approximately \$_____ monthly for a period of _____ years. Interest on closing not to exceed ____%, <input type="checkbox"/> ARM, type _____ Loan points not to exceed _____ 4.1 <input type="checkbox"/> Unless buyer within _____ days after acceptance, hands Seller satisfactory written confirmation Buyer has been pre-approved for the financing of the purchase price, Seller may terminate the agreement. [See ft Form 183]</p> <p>5. <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume, an existing first trust deed note held by _____ with an unpaid principal balance of \$_____ payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____, plus a monthly tax/insurance impound payment of \$_____. 5.1 At closing, loan balance differences per beneficiary statement(s) to be adjusted into: <input type="checkbox"/> cash, <input type="checkbox"/> carryback note, or <input type="checkbox"/> sales price. 5.2 The impound account to be transferred: <input type="checkbox"/> charged, or <input type="checkbox"/> without charge, to Buyer.</p> <p>6. <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume, an existing second trust deed note held by _____ with an unpaid principal balance of \$_____ payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____ due _____, 20_____. 6.1 At closing, loan balance differences per beneficiary statement(s) to be adjusted into: <input type="checkbox"/> cash, <input type="checkbox"/> prepayment penalty, <input type="checkbox"/> late charges, <input type="checkbox"/> due-on-sale, <input type="checkbox"/> prepayment penalty, <input type="checkbox"/> late charges.</p> <p>6.2 <input type="checkbox"/> A Carryback Disclosure Statement is attached as an addendum. [See ft Form 300]</p> <p>6.3 <input type="checkbox"/> Buyer to provide a Request for Notice of Default and Notice of Delinquency to senior encumbrancers. [See ft Form 412]</p> <p>6.4 Buyer to hand Seller a completed credit application on acceptance. [See ft Form 302]</p> <p>6.5 Within _____ days of receipt of Buyer's credit application, Seller may terminate the agreement based on a reasonable disapproval of Buyer's creditworthiness.</p> <p>6.6 Seller may terminate the agreement on failure of the agreed terms for priority financing. [See ft Form 183]</p> <p>6.7 As additional security, Buyer to execute a security agreement and file a UCC-1 financing statement on any property transferred by Bill of Sale. [See ft Form 436]</p>	
9. Total Purchase Price is \$0.00	
PAGE ONE OF FOUR — FORM 159 —	
PAGE TWO OF FOUR — FORM 159 —	
10. ACCEPTANCE AND PERFORMANCE:	
<p>10.1 This is to be deemed revoked unless accepted in writing <input type="checkbox"/> on presentation, or <input type="checkbox"/> within _____ days after date and acceptance is personally delivered or faxed to Offeror or Offeror's Broker within this period.</p> <p>10.2 After acceptance, Broker(s) are authorized to extend any performance date up to one month.</p> <p>10.3 On failure of Buyer to obtain or assume financing as agreed by the date scheduled for closing, Buyer may terminate the agreement.</p> <p>10.4 Buyer's close of escrow is conditioned on Buyer's prior or concurrent closing on a sale of other property, commonly referred to as _____</p> <p>10.5 Any termination of the agreement shall be by written Notice of Cancellation timely delivered to the other party, the other party's Broker or escrow, with instructions to escrow to return all instruments and funds to the parties depositing them. [See ft Form 183]</p> <p>10.6 Both parties reserve their rights to assign and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow on either party's written notice. [See ft Forms 171 or 172]</p> <p>10.7 Before the party to whom notice is filed an action on a dispute arising out of this agreement which requires mediation after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.</p> <p>10.8 Should Buyer breach the agreement, Buyer's monetary liability to Seller is limited to <input type="checkbox"/> \$_____ or <input type="checkbox"/> the deposit received in Section 1.</p>	
11. DUE DILIGENCE CONTINGENCIES:	
<p>Within _____ days after receipt or occurrence of any of the following conditions, Buyer may terminate the agreement based on Buyer's reasonable disapproval of the condition.</p> <p>11.1 Income and expenses records, leases, property management and other service contracts, permits or licenses affecting the operation of the property which Seller will make available to Buyer on acceptance.</p> <p>11.2 Rental Income Rent Roll Statement itemizing, by unit, the tenant's name, rent amount, rent due date and delinquencies, deposits, rental period and expiration, and any rental incentives, bonuses or discounts signed by Seller and handed to Buyer on acceptance. [See ft Form 325]</p> <p>11.3 Seller's Natural Hazard Disclosure Statement to be signed by Seller and handed to Buyer on acceptance. [See ft Form 314]</p> <p>11.4 Condition of Commercial Property Disclosure — Commercial TDS to be signed by Seller and Seller's Broker and handed to Buyer on acceptance. [See ft Form 304-1] Solar Shade Control Notices sent or received by Seller to be handed to Buyer on acceptance.</p> <p>11.5 Inspection of the property by Buyer, his agent or consultants within _____ days after acceptance for value and condition sufficient to justify the purchase price.</p> <p>11.6 Preliminary report of the history of the insurance, which Seller will cause escrow to hand Buyer as soon as reasonably possible after acceptance.</p> <p>11.7 An estoppel certificate executed by each tenant affirming the terms of their occupancy, which Seller will hand Buyer prior to seven days before closing. [See ft Form 598]</p> <p>11.8 Seller's Neighborhood Security Disclosure Statement prepared by Seller setting forth recent criminal activity on or about the property relevant to the security of persons and their belongings on the property, and any security arrangements undertaken or which should be undertaken in response. [See ft Form 321]</p> <p>11.9 <input type="checkbox"/> See attached Due Diligence Contingencies Addendum for additional conditions. [See ft Form 279]</p>	
12. PROPERTY CONDITIONS:	
<p>12.1 Seller to furnish prior to closing:</p> <ul style="list-style-type: none"> a. <input type="checkbox"/> a structural pest control inspection report and certification of clearance of corrective conditions. b. <input type="checkbox"/> a home inspection report prepared by an insured home inspector showing the land and improvements to be free of material defects. c. <input type="checkbox"/> a one-year home warranty policy: Insurer _____ Coverage _____ d. <input type="checkbox"/> a certificate of occupancy, or other clearance or retrofitting, required by local ordinance for the transfer of possession or title. e. <input type="checkbox"/> Energy Audit Report stating the rating for the property's improvements is no greater than _____. f. <input type="checkbox"/> <p>12.2 Smoke detector(s) and water heater bracing exist in compliance with the law, and if not, Seller to install.</p> <p>12.3 Seller to maintain the property in good condition until possession is delivered.</p>	
PAGE TWO OF FOUR — FORM 159 —	

Figure 1, Continued

PAGE THREE OF FOUR — FORM 159

12.4 Fixtures and fittings attached to the property include, but are not limited to: window shades, blinds, light fixtures, plumbing fixtures, curtain rods, wall-to-wall carpeting, draperies, hardware, antennas, air coolers and conditioners, trees, shrubs, mailboxes and other similar items.

12.5 New agreements and modifications of existing agreements to rent units, or to service, alter or equip the property, will not be entered into by Seller without Buyer's prior written consent, which will not be unreasonably withheld.

13. CLOSING CONDITIONS:

13.1 This transaction will be escrowed with _____
Parties to deliver instructions to escrow as soon as reasonably possible after acceptance.
a. Escrow holder is authorized and instructed to act on the provisions of this agreement as the mutual escrow instructions of the parties and to draft any additional instructions necessary to close this transaction. [See **ft** Form 401]
b. Escrow instructions prepared and signed by the parties, are attached to be handed to escrow on acceptance. [See **ft** Form 401]

13.2 Escrow to be handled all instruments needed to close escrow on or before _____
or within _____ days after acceptance. Parties to hand escrow documents required by the title insurer, lenders or other parties to this transaction prior to seven days before the date scheduled for closing.
a. Each party to pay its customary escrow charges. [See **ft** Forms 310 and 311]

13.3 Title to be vested in Buyer or Assignee free of encumbrances other than those set forth herein. Buyer's interest in title shall be insured by _____
on a(n) CLTA standard, ALTA owner's, or ALTA binder, policy of title insurance.
a. Endorsements
b. Seller, or Buyer, to pay the title insurance premium.

13.4 Buyer to furnish a new fire insurance policy covering the property.

13.5 Taxes, assessments, insurance premiums, rents, interest and other expenses to be pro rated to close of escrow, unless otherwise provided.
a. Attached is a notice of your Supplemental Property Tax Bill. [See **ft** Form 317]

13.6 Bill of Sale to be executed for any personal property being acquired.
a. A UCC-3 Condition of Title Report to be ordered from the Secretary of State and approved by Buyer prior to close of escrow.

13.7 Seller to assign, and title to be subject to, all existing leases and rental agreements. [See **ft** Form 595]
a. Seller to notify each tenant of the change of ownership on or before the close of escrow. [See **ft** Form 554]

13.8 Security deposits held by Seller to be handed to Buyer on close of escrow. Seller to notify each tenant of the transfer of the security deposit on close of escrow, with a copy of each notice to Buyer through escrow. [See **ft** Form 586]

13.9 Delinquent unpaid rent to be treated as paid. Any recovery by Buyer of Seller's portion of delinquent rent and pro rated delinquent rent credited to Buyer shall be refunded to Seller on collection by Buyer.

13.10 Service and equipment contracts to be assumed by Buyer include _____
a. Contracts assumed by Buyer to be pro rated to close of escrow.

13.11 Possession of the property and key/access codes to be delivered on close of escrow.

13.12 If Seller is unable to convey marketable title as agreed, or if the improvements on the property are materially damaged prior to closing, Buyer may terminate the agreement. Seller to pay all reasonable escrow cancellation charges. [See **ft** Form 183]

14. NOTICE OF YOUR SUPPLEMENTAL PROPERTY TAX BILL:
California property tax law requires the Assessor to revalue real property at the time of the ownership of the property changes. Because of this law, you may receive one or two supplemental tax bills, depending on when your loan closes.
The supplemental tax bills are not mailed to your lender. If you have arranged for your property tax payments to be paid through an impound account, the supplemental tax bills will not be paid by your lender. It is your responsibility to pay these supplemental bills directly to the Tax Collector.

If you have any questions concerning this matter, please call your local Tax Collector's Office.

15. BROKERAGE FEE:

15.1 Parties to pay the below mentioned Broker(s) a fee now due of _____ as follows:
a. Seller to pay the brokerage fee on the change of ownership.
b. The party wrongfully preventing this change of ownership to pay the brokerage fee.

15.2 Buyer's Broker and Seller's Broker, respectively, to share the brokerage fee _____.

PAGE THREE OF FOUR — FORM 159

15.3 Attached is the Agency Law Disclosure. [See **ft** Form 305]
15.4 Broker is authorized to report the sale, its price and terms for dissemination and use of participants in brokerage trade associations or listing services.

16. _____

Buyer's/ Selling Broker: _____ Broker's DRE Identification #: _____ Selling Agent: _____ Agent's DRE Identification #: _____	Seller's/ Listing Broker: _____ Broker's DRE Identification #: _____ Listing Agent: _____ Agent's DRE Identification #: _____
Signature: _____ Is the agent of: <input type="checkbox"/> Buyer exclusively. <input type="checkbox"/> Both Seller and Buyer. Address: _____ Phone: _____ Cell: _____ Fax: _____ Email: _____	
Signature: _____ Is the agent of: <input type="checkbox"/> Seller exclusively. <input type="checkbox"/> Both Seller and Buyer. Address: _____ Phone: _____ Cell: _____ Fax: _____ Email: _____	

I agree to the terms stated above.
 See Signature Page Addendum. [See **ft** Form 251]
 Date: _____, 20_____
 Buyer: _____

Signature: _____
 Buyer: _____

 Signature: _____
 Buyer: _____

Signature: _____
 Buyer: _____

 Signature: _____
 Buyer: _____

Signature: _____
 Name: _____

 Signature: _____
 Name: _____

Signature: _____
 FORM 159 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

Facts:

1. *Buyer, deposit and property:* **Enter** the name of each buyer who will sign the offer.
 - 1.1 **Enter** the dollar amount of any good-faith, earnest money deposit. **Check** the appropriate box to indicate the form of the good-faith deposit. **Enter** the name of the payee (escrow, title company or broker).
 - 1.2-1.3 **Enter** the name of the city and county in which the property is located.
 - 1.4 **Enter** the legal description or common address of the property, or the assessor's parcel number (APN).
 - 1.5 **Check** the box to indicate personal property will be included in the sale. The seller's trade fixtures to be purchased by the buyer must be listed as inventory if they are to be acquired by the buyer. [See **first tuesday** Form 256]
2. *Entire agreement:* **Enter** the number of pages comprising all of the addenda, disclosures, etc., which are attached to the purchase agreement.

Terms for payment of the purchase price:

3. *Cash down payment:* **Enter** the dollar amount of the buyer's cash down payment toward the purchase price.
 - 3.1 *Additional down payment:* **Enter** the description of any other consideration to be paid as part of the price, such as trust deed notes, personal property or real estate equities (an exchange). **Enter** the dollar amount of its value.
4. *New trust deed loan:* **Check** the appropriate box to indicate whether any new financing will be a first or second trust deed loan. **Enter** the amount of the loan, the monthly principal and interest (PI) payment, the term of the loan and the rate of interest. **Check** the box to indicate whether the interest will be adjustable (ARM), and if so, **enter** the index name. **Enter** any limitations on loan points.
 - 4.1 *Buyer's loan qualification:* Check the box to indicate the seller is authorized to cancel the agreement if the buyer is to obtain a new loan and fails to deliver documentation from a lender indicating he has been qualified for a loan. Enter the number of days the buyer has after acceptance to deliver written confirmation of his qualification for the loan.
5. *First trust deed note:* **Check** the appropriate box to indicate whether the transfer of title is to be "subject-to" an existing loan or by an "assumption" of the loan if the buyer is to take over an existing first trust deed loan. **Enter** the lender's name. **Enter** the remaining balance, the monthly PI payment and the interest rate on the loan. **Check** the box to indicate whether the interest is adjustable (ARM), and if so, **enter** the index name. **Enter** any monthly impound payment made in addition to the PI payment.
 - 5.1 *Loan balance adjustments:* **Check** the appropriate box to indicate the financial adjustment desired for loan balance differences at the close of escrow.
 - 5.2 *Impound balances:* **Check** the appropriate box to indicate whether the impound account transferred to the buyer will be with or without a charge to the buyer.

6. *Second trust deed note:* **Check** the appropriate box to indicate whether the transfer of title is to be “subject-to” an existing loan or by an “assumption” of the loan if the buyer is to take over an existing second trust deed loan. **Enter** the lender’s name. **Enter** the remaining balance, the monthly PI payment and the interest rate on the loan. **Check** the box to indicate whether the interest is adjustable (ARM), and if so, **enter** the index name. **Enter** the due date for payment of a final/balloon payment.
7. *Bond or assessment assumed:* **Enter** the amount of the principal balance remaining unpaid on bonds and special assessment liens (such as Mello-Roos or 1915 improvement bonds) which will remain unpaid and become the responsibility of the buyer on closing.

*Editor’s note — Improvement bonds are obligations of the seller which may be assumed by the buyer in lieu of their payoff by the seller. If assumed, the bonded indebtedness becomes part of the consideration paid for the property. Some purchase agreements erroneously place these bonds under “property tax” as though they were **ad valorem taxes**, and then fail to prorate and charge the unpaid amount to the seller.*

8. *Seller carryback note:* **Enter** the amount of the carryback note to be executed by the buyer as partial payment of the price. **Enter** the amount of the note’s monthly PI payment, the interest rate and the due date for the final/balloon payment.
 - 8.1 *Special carryback provisions:* **Check** the appropriate box to indicate any special provisions to be included in the carryback note or trust deed. **Enter** the name of any other special provision to be included in the carryback note or trust deed, such as impounds, discount options, extension provisions, guarantee arrangements or right of first refusal on the sale or hypothecation of the note.
 - 8.2 *Carryback disclosure:* **Check** the box to indicate a Seller Carryback Disclosure Statement is attached as an addendum. [See **first tuesday** Form 300]

Editor’s note — Further approval of the disclosure statement in escrow creates by statute a buyer’s contingency allowing for cancellation until time of closing on any purchase of one-to-four unit residential property.

- 8.3 *Notice of Delinquency:* **Check** the box to indicate the buyer is to execute a Request for Notice of Delinquency and pay the costs of recording and serving it on senior lenders since they will have priority on title to the trust deed securing the carryback note.
- 8.4 *Buyer creditworthiness:* **Requires** the buyer to provide the seller with a completed credit application.
- 8.5 *Approval of creditworthiness:* **Enter** the number of days within which the seller may cancel the transaction for reasonable disapproval of the buyer’s credit application and report.
- 8.6 *Subordination:* **Provides** for the seller to terminate this transaction if the parameters agreed to for financing by an assumption or origination of a trust deed loan with priority on title to the carryback note are exceeded.
- 8.7 *Personal property as security:* **Requires** the buyer on the transfer of any personal property in this transaction to execute a security agreement and UCC-1 financing statement to provide additional security for any carryback note.

9. *Purchase price:* Enter the total amount of the purchase price as the sum of lines 3, 3.1, 4, 5, 6, 7 and 8.

10. Acceptance and performance periods:

10.1 *Delivery of acceptance:* Check the appropriate box to indicate the time period for acceptance of the offer. If applicable, enter the number of days in which the seller may accept this offer and form a binding contract.

Editor's note — Acceptance occurs on the return delivery to the person making the offer (or counteroffer) or to his broker of a copy of the unaltered purchase agreement offer containing the signed acceptance.

10.2 *Extension of performance dates:* Authorizes the brokers to extend the performance dates up to one month to meet the objectives of the agreement — time being of a reasonable duration and not the essence of this agreement as a matter of policy. This extension authority does not extend to the acceptance period.

10.3 *Loan contingency:* Authorizes the buyer to cancel the transaction at the time scheduled for closing if the financing for payment of the price is not obtainable or assumable.

10.4 *Sale of other property:* If the closing of this transaction is to be contingent on the buyer's receipt of net proceeds from a sale of other property, enter the address of the property to be sold by the buyer.

10.5 *Cancellation procedures:* Provides the method of cancellation required to terminate the agreement when the right to cancel is triggered by other provisions in the agreement, such as contingency or performance provisions.

10.6 *Exchange cooperation:* Requires the parties to cooperate in an IRS §1031 transaction on further written notice by either party. Provides for the parties to assign their interests in this agreement.

10.7 *Mediation provision:* Provides for the parties to enter into non-binding mediations to resolve a dispute remaining unsolved after 30 days of informal settlement negotiations.

10.8 *Liability limitations:* Provides for a dollar limit on the buyer's liability for the buyer's breach of the agreement. Check the first box and enter the maximum dollar amount of money losses the seller may recover from the buyer or check the second box to indicate the buyer's monetary liability is limited to the good-faith deposit tendered with the offer to buy.

Editor's note — Liability limitation provisions avoid the misleading and unenforceable forfeiture called for under liquidated damage clauses included in most purchase agreement forms provided by other publishers of forms.

11. Due Diligence Contingencies:

Approval period: Enter the number of days the buyer has to approve or disapprove and cancel this agreement after the buyer's receipt of each item listed below. This section calls for the buyer to complete a due diligence investigation to confirm the representations of the seller and the seller's broker and the pre-contract expectations of the buyer about the property. If the buyer is unable to confirm his expectations, he may waive the requirements or cancel the transaction.

- 11.1 *Operating records:* **Requires** the seller to make income and expense records and supporting documents available to the buyer for inspection as soon as possible after acceptance of the offer.
- 11.2 *Rents and deposits:* **Requires** the seller to prepare a detailed rent roll profile on each occupancy and deliver it to the buyer as soon as possible after acceptance.
- 11.3 *Natural Hazard Disclosure (NHD) Statement:* **Requires** the seller to prepare and deliver to the buyer a NHD Statement disclosing the seller's knowledge of the hazards listed on the form.
- 11.4 *Condition of property:* **Requires** the seller to prepare and deliver a statement disclosing the physical condition of the property as known to the seller.
- 11.5 *Valuation inspection:* **Enter** the number of days after acceptance in which the buyer is to investigate the market value of the property to confirm its value justifies the price the buyer has agreed to pay.
- 11.6 *Title report:* **Requires** the seller to deliver a preliminary title report to the buyer for review to confirm the condition of title allows the buyer to use the property as he intended.
- 11.7 *Tenant Estoppel Certificate:* **Requires** the seller to produce Tenant Estoppel Certificates prior to seven days before the date scheduled for closing to confirm the tenants' acquiescence to the terms stated in the certificate.
- 11.8 *Tenant security:* **Requires** the seller to prepare and deliver a statement disclosing criminal activity affecting individuals on the property and any crime prevention undertaken or which should be undertaken.
- 11.9 *Due diligence contingencies:* **Check** the box to indicate the due diligence contingencies addendum for additional conditions is attached.

12. Property Conditions:

- 12.1 *Seller to furnish:* **Check** the appropriate box(es) within the following subsections to indicate the items the seller is to furnish prior to closing.
 - a. *Pest control:* **Check** the box to indicate the seller is to furnish a structural pest control report and clearance.
 - b. *Home inspection report:* **Check** the box to indicate the seller is to employ a home inspection company and furnish the buyer with the company's home inspection report.
 - c. *Home warranty:* **Check** the box to indicate the seller is to furnish an insurance policy for home repairs. **Enter** the name of the insurer and the type of coverage, such as for the air conditioning unit, etc.
 - d. *Local ordinance compliance:* **Check** the box to indicate the seller is to furnish a certificate of occupancy or other clearance required by local ordinance.
 - e. *Energy Audit Report:* **Check** the box and **enter** the rating of the property's improvements.

- f. *Other terms:* **Check** the box and **enter** any other report, certification or clearance the seller is to furnish.
- 12.2 *Safety compliance:* **Requires** smoke detectors and water heater bracing to exist or be installed by the seller.
- 12.3 *Property maintenance:* **Requires** the seller to maintain the present condition of the property until the close of escrow.
- 12.4 *Fixtures and fittings:* **Confirms** this agreement includes real estate fixtures and fittings as part of the property purchased.

Editor's note — Trade fixtures are personal property to be listed as items on an attached inventory at §1.

- 12.5 *Leasing and lease modifications:* **Requires** the seller to obtain the buyer's consent (which will not be unreasonably withheld) to any new tenancies or modifications of existing tenancies entered into during the escrow period.

13. Closing conditions:

- 13.1 *Escrow closing agent:* **Enter** the name of the escrow company handling the closing.
 - a. *Escrow instructions:* **Check** the box to indicate the purchase agreement is to also serve as the mutual instructions to escrow from the parties. The escrow company will typically prepare supplemental instructions they will need to handle and close the transaction. [See **first tuesday** Form 401]
 - b. *Escrow instructions:* **Check** the box to indicate escrow instructions have been prepared and are attached to this purchase agreement. **Attach** the prepared escrow instructions to the purchase agreement and **obtain** the signatures of the parties. [See **first tuesday** Form 401]
- 13.2 *Closing date:* **Enter** the specific date for closing or the number of days anticipated as necessary for the parties to perform and close escrow. Also, prior to seven days before closing, the parties are to deliver all documents needed by third parties to perform their services by the date scheduled for closing.
 - a. *Escrow charges:* **Requires** each party to pay their customary escrow closing charges, amounts any competent escrow officer can provide on inquiry.
- 13.3 *Title insurance:* **Provides** for the title to be vested in the name of the buyer or their assignee. **Enter** the name of the title insurance company which is to provide a preliminary title report in anticipation of issuing title insurance. **Check** the appropriate box to indicate the type of title insurance policy to be issued.
 - a. *Policy endorsements:* **Enter** any endorsements to be issued with the policy.
 - b. *Payment of premium:* **Check** the appropriate box to indicate whether the buyer or seller is to pay the title insurance premium.
- 13.4 *Fire insurance:* **Requires** the buyer to provide a new policy of hazard insurance.

- 13.5 *Prorates and adjustments:* **Authorizes** prorations and adjustments on the close of escrow for taxes, insurance premiums, rents, interest, loan balances, service contracts and other property operating expenses, prepaid or accrued.
- a. *Supplemental property tax:* **Check** the box to indicate a notice of supplemental property tax bill has been prepared and attached.
- 13.6 *Personal property:* **Requires** the seller to execute a bill of sale for any personal property being transferred in this transaction at §1.
- a. *Personal property report:* **Check** the box to indicate escrow is to order a UCC-3 from the Secretary of State on any personal property located on the real estate which is to be transferred by bill of sale to the buyer.
- 13.7 *Assignment of leases:* **Requires** the seller to assign all leases and rental agreements to the buyer on closing. [See **first tuesday** Form 595]
- a. *Ownership notice:* **Requires** the seller to notify each tenant of the change of ownership. [See **first tuesday** Form 554]
- 13.8 *Tenant security deposits:* **Requires** the seller to credit or pay the buyer on the close of escrow for security deposits held by the seller under the existing occupancies. **Requires** the seller to notify each tenant of the transfer of the security deposit. [See **first tuesday** Form 586]
- Editor's note — Proper notice to the tenant regarding the security deposit transfer to the buyer eliminates all future liability the seller may have had due to the seller's original receipt of the deposits.*
- 13.9 *Rent due and unpaid at closing:* **Treats** delinquent unpaid rent as paid for purposes of prorations. The buyer is credited for his share of paid and unpaid rents for the month of the closing. On any later recovery by the buyer of delinquent prorated rent, the buyer is to forward the entire amount received to the seller.
- 13.10 *Service contracts:* **Enter** the name of the providers of services under contracts the buyer is to assume.
- a. *Prorations:* **Authorizes** the proration of amounts prepaid or unpaid on the service contracts.
- 13.11 *Buyer's possession:* **Requires** the seller to deliver possession of the property to the buyer on the close of escrow.
- 13.12 *Property destruction:* **Provides** for the seller to bear the *risk of loss* for any casualty losses suffered by the property prior to the close of escrow. Thus, the buyer may terminate the agreement if the seller is unable to provide a marketable title or should the property improvements suffer major damage.
14. *Supplemental property tax bill:* **Notifies** the buyer he will receive one or two supplemental property tax bills he is to pay when the county assessor revalues the property after a change in ownership.
-

15. Brokerage fee:

15.1 *Fee amount:* **Enter** the total amount of the fee due all brokers to be paid by the seller. The amount of the fee may be stated as a fixed dollar amount or as a percentage of the price.

- a. *Seller paid:* **Provides** that the seller will pay the brokerage fee on the change of ownership.
- b. *Wrongful prevention:* **Provides** that the party wrongfully preventing the change of ownership will pay the brokerage fee.

Editor's note — The defaulting party pays all brokerage fees and the brokerage fee can only be altered or cancelled by mutual instructions from the buyer and seller.

15.2 *Fee sharing:* **Enter** the percentage share of the fee each broker is to receive.

Editor's note — The percentage share may be set based on an oral agreement between the brokers, by acceptance of the listing broker's MLS offer to a selling office to share a fee, or unilaterally by an agent when preparing the buyer's offer.

15.3 *Agency law disclosures:* **Check** the box to indicate a copy of the Agency Law Disclosure addendum for all parties to sign is attached. The disclosure is mandated to be acknowledged by the buyer with the offer and acknowledged by the seller on acceptance as a prerequisite to the brokers enforcing collection of the fee when the property involved contains one-to-four residential units. [See Form 305 accompanying Chapter 7]

15.4 *Disclosure of sales data:* **Authorizes** the brokers to report the transaction to trade associations or listing services.

16. *Other terms:* **Enter** any special provision to be included in the purchase agreement.

Agency confirmation:

Buyer's broker identification: **Enter** the name of the buyer's broker and his DRE license number. **Enter** the name of any selling agent and his DRE license number. **Obtain** the signature of the buyer's broker or the selling agent acting on behalf of the buyer's broker. **Check** the appropriate box to indicate the agency which was created by the broker's (and his agents') conduct with the parties. **Enter** the buyer's broker's address, telephone and fax numbers, and email address.

Seller's broker identification: **Enter** the name of the seller's broker and his DRE license number. **Enter** the name of any listing agent and his DRE license. **Obtain** the signature of the seller's broker or the listing agent acting on behalf of the seller's broker. **Check** the appropriate box to indicate the agency which was created by the broker's (and his agents') conduct with the parties. **Enter** the seller's broker's address, telephone and fax numbers, and email address.

Signatures:

Buyer's signature: If additional buyers are involved, **check** the box, prepare a Signature Page Addendum form referencing this purchase agreement, and **enter** their names and **obtain** their signatures until all buyers are individually named and have signed. **Enter** the date the buyer signs the purchase agreement and the buyer's name. **Obtain** the buyer's signature.

Seller's signature: If additional sellers are involved, **check** the box, prepare a Signature Page Addendum form referencing this purchase agreement, and **enter** their names and **obtain** their signatures until all sellers are individually named and have signed. **Enter** the date the seller signs the purchase agreement and the seller's name. **Obtain** the seller's signature.

Rejection of offer:

Should the offer contained in the purchase agreement be rejected instead of accepted, and the rejection will not result in a counteroffer, enter the date of the rejection and the names of the party rejecting the offer. Obtain the signatures of the party rejecting the offer.

Observations

As a policy of the publisher to provide users of first tuesday forms with maximum loss reduction protection, this purchase agreement does not contain clauses which tend to increase the risk of litigation or are generally felt to work against the best interests of the buyer, seller and broker. Excluded provisions include:

- an *attorney fee provision*, which tends to **promote litigation** and inhibit normal contracting;
- a *time-essence clause*, since future performance (closing) dates are, at best, estimates by the broker and his agents of the time needed to close and are too often **improperly used** by sellers in rising markets to cancel the transaction before the buyer or broker can reasonably comply with the terms of the purchase agreement [See Chapter 45];
- an *arbitration provision*, since arbitration decisions are **final and unappealable**, without any assurance the arbitrator's award will be fair or correct [See Chapter 50]; and
- a *liquidated damages provision*, since they **create wrongful** expectations of windfall profits for sellers and are nearly always forfeitures and unenforceable. [See Chapter 49]

Chapter 54

A formal exchange

This chapter explains a §1031 transaction where the ownership of properties is exchanged between two persons.

Structuring a comprehensible transaction

An **exchange of properties** is an arrangement structured as an agreement and entered into by two or more owners of real estate who agree to transfer the ownership of their properties between themselves in consideration for the value of the equity in the property received. Economic adjustments are made for any difference in the valuations given to the equities in the properties exchanged.

Thus, the owners of real estate, on entering into a written exchange agreement, agree to **sell and convey** their property to the other party. However, unlike a sale under a purchase agreement, the down payment is not in the form of cash. Instead, the down payment is the **equity in property** each owner will receive. The dollar amount of the down payment is the value given to the equity in the property to be received in exchange.

In an exchange of equities, as in the sale of property with a cash down payment, the **balance of the price** remaining unpaid, after deducting the equity downpayment and loan assumed, must be paid in some form of consideration. If a sales price is to be paid in cash, the balance of the price after the down payment is typically funded by a purchase-assist loan.

Unlike a sale calling for a cash down payment and an assumption of the loan of record, any balance remaining to be paid on the price is usually deferred, evidenced by a carryback note. The carryback note in a cash down payment sale presents no different *adjustment* situation than the carryback note in an “equity down payment” situation, called *balancing of equities*. The **equity adjustment** occurs in an exchange when an equity in one owner’s property is used as a down payment toward the purchase of another property with a larger equity.

Also, unlike a cash sale which “frees up” the capital investment in real estate by converting the equity to cash proceeds on closing, an exchange is a clear manifestation of the owner’s desire to **continue his investment** in real estate. In an exchange, the owner disposes of a property he no longer wants and acquires one he wants.

The owner might use his equity in an estate building plan to move up into property of greater value (and greater debt leverage), or simply to consolidate several properties the owner has that he exchanges to acquire a single, more efficiently operated property.

A contrast in thought and style

The **hallmarks of an exchange transaction**, in contrast to the common features of a sales transaction, include:

- the **exchange of equities** in real estate in lieu of a cash down payment;

- no **good-faith deposit** as cash is rarely used in an exchange of equities, except for prorations, adjustments (such as security deposits), transactional expenditures or as a “sweetener” to encourage an acceptance of the exchange offer, since the signature of each party binds them to perform on the exchange agreement and is the only consideration needed from each party to form a contract;
- a take-over of **existing financing** by an assumption of the loans or a transfer of title subject to the loans, rather than refinancing and incurring expenses that greatly increase the cost of reinvesting in real estate;
- **adjustments** brought about by the difference in the value of the equities exchanged, a balancing that requires the owner with the lesser valued equity to cover the difference in cash installments evidenced by the execution of a promissory note or the contribution of additional personal property or real estate of value;
- joint or **tandem escrows**, interrelated due to the conveyance of one property as consideration for the conveyance of the other property, similar in effect to a cash sale of a property when the closing is contingent on the sale of other property to obtain the funds needed to close escrow, a contingency that does occur in some delayed §1031 reinvestment plans;
- two sets of **brokerage fees**, one for each property involved in the exchange, rather than the receipt of a single fee as occurs in a cash-out sale of property;
- one party simultaneously selling and buying, a **coupling of two properties** consisting of a sale of one and purchase of the other, motivated primarily by the tax compulsion to remain invested in business or investment real estate, called *like-kind properties*, rather than cash out on the sale of one and later separately locate, analyze and purchase a replacement property with the cash proceeds of the sale, as occurs in a delayed “sell now/buy later” §1031 reinvestment plan; and
- **tax advice** from a real estate broker counseling on the profit tax avoidance of a coordinated, simultaneous reinvestment of the owner’s equity in business or investment category real estate in a replacement property, thus avoiding the need to first locate a cash buyer to convert the equity to cash and then scramble to locate replacement property so the sales proceeds can be reinvested within a specific time period while avoiding receipt of the proceeds.

Commonality with a sale

The **common features** found in the acquisition of real estate by either a cash purchase or an exchange of equities include:

- a **disclosure** by the owner and listing broker of the conditions known to them about the property improvements, title, operation and natural hazards of the location which adversely affect the property’s market value or the buyer’s intended use of the property; and
- a **due diligence investigation** by the buyer acquiring title concerning his ownership, use and operation of the property.

As in all real estate transactions, a form is used to **prepare the offer** and commence written negotiations. The objective of a written agreement is to provide a comprehensive checklist of boilerplate provisions for the parties to consider in their offer, acceptance and counteroffer negotiations.

Also, the terms of an exchange agreement must be sufficiently complete and clear in their wording to prevent a misunderstanding or uncertainty over what the parties have agreed to do should the agreement require enforcement by one or the other party.

Once the brokerage process of locating a suitable replacement property has produced a property the owner is willing to acquire in exchange for the property he wants to dispose of, the broker prepares an exchange agreement on a preprinted or computer generated form. When prepared, the terms are reviewed with the owner, signed by the broker and the owner, and submitted to the owner of the replacement property for acceptance. [See **first tuesday** Form 171]

An exchange agreement form will only be used when an owner's equity in a property is offered as a **down payment** in exchange for replacement property. An owner who has already entered into a purchase agreement to sell his property to a cash buyer will make a separate offer to purchase a replacement property by using a purchase agreement form to reinvest the proceeds from his sale.

Locating properties for exchange

Taxwise, a client making an offer to exchange *like-kind* real estate usually plans to complete a fully qualified §1031 reinvestment. Thus, he will acquire real estate with **greater debt** and **greater equity** than exists in the property he now owns, a *trade-up* arrangement for estate building, not a piecemeal liquidation of his asset for a partial §1031 exemption.

When the exchange is a fully qualified §1031 reinvestment, all the profit in the property sold or exchanged is tax exempt.

Thus, the profit on the sale of the property is literally transferred, untaxed, to the replacement property since the entire cost basis in the property transferred (sold) is always carried forward to the replacement property acquired in the exchange.

In the quest to locate suitable replacement properties for a client, the listing broker marketing the client's property needs to locate properties which are owned by a person who will consider acquiring the client's property. In essence, the broker attempts to arrange a transaction which will **match two owners** and their properties, a somewhat daunting task requiring a constant search for properties whose owners are willing to take other property in exchange.

To locate such an exchange-minded owner who is willing to consider owning the client's property, the listing broker is nearly always limited to those owners known to the broker to have acceptable replacement property or have listed their properties with other brokers. Hopefully, the other brokers have **counseled their clients** on an exchange of properties.

The most productive environment for locating owners of qualifying properties who have an interest in acquiring the client's property seems to exist at marketing sessions attended by licensed brokers and agents. At these meetings, they "pitch" their listings and advise attendees about the types of property their clients will accept in an exchange.

Multiple listing service (MLS) printouts, websites and large brokerage firms with income property sales sections also help in the process of locating qualifying properties. However, the agent considering an exchange usually needs to make a personal contact with the agent who represents the owner of suitable property to determine the likelihood of that owner entering into an exchange.

To get an initial response from other brokers and agents regarding the inclination of their owners to exchange, a preliminary inquiry about a **possible match up** of properties and owners can be made in the

form of a written proposal. The proposal should precede any analysis or investigation into the property listed by the other broker, and include only its type, size and location to qualify it as a potential match for the client.

Prudently, an offer to exchange would not be prepared and submitted before getting a reading on the other owner's willingness to consider an exchange of properties, and more particularly, an exchange for a property of the type owned by the client.

To inquire of another broker or agent into the possibility of an exchange and at the same time document the inquiry for further reference, a **preliminary proposal form** is often prepared and personally handed or faxed to the other broker or agent. The proposal will note the type of properties involved, their equities and debt, and arrange for the exchange of information or a discussion between the agents before preparing an exchange agreement. [See **first tuesday** Form 170]

The preliminary proposal is not an offer and does not contain contract wording. The clients are not involved in the proposal, only the brokers. Their effort is to locate properties to be submitted to their clients for exchange consideration. Only after the probability of actually entering into an exchange is established will an exchange agreement offer be prepared, signed by the client and submitted for acceptance.

Equity valuation adjustments

Once replacement property is located and its owner has indicated a willingness to consider an exchange of properties, the dollar amount of the market value of each property must be established. Once the market value of each property is established, the value of the equity in each can be set. **Valuation** is the single most important task in negotiating an agreement to exchange.

Until a consensus exists between the owners about the value of the equity in each owner's property, negotiations tend not to go forward. Without an agreement on valuation, it follows that the amount of the **adjustment** for any difference between the equities in each property to the exchange cannot be set. Property disclosures and due diligence investigations tend to fall in place only when the values of the equities have been agreed to.

The broker begins negotiations to set the dollar amount of equity each owner has in his property by preparing an **exchange agreement offer**. The offer is based on the owner's and the broker's analysis of valuations, including:

- the **market value** (price) of each property to be exchanged [See **first tuesday** Form 171 §1.3 and 2.3];
- the **loan amounts** encumbering each owner's property, whether or not they are to remain of record; and
- the **equity valuations** calculated as the market value of each property less the amount of loans of record.

Having stated the present value of the equity in each property (as viewed by the owner), adjustments need to be entered in the offer to cover the difference between the equity valuations in each property.

Since the equities in properties exchanged rarely are of the same dollar amount, adjustments will nearly always have to be negotiated. Thus, a contribution of **money** (cash or carryback promissory notes) or **other property**, collectively called *cash boot*, must be given by the owner of the property with the lesser amount of equity value, a consideration paid in a process called *adjusting* or *balancing the equities*.

Thus, the owner of the property with the larger amount of equity will receive one or more **cash items** as consideration for the adjustment, including:

- cash;
- carryback note; or
- other property, either real or personal, with a dollar amount of value.

Regarding the existence of financing which encumbers the properties being exchanged, negotiations may call for the loans to remain of record or be paid off and reconveyed.

Refinancing of the replacement property may be necessary to generate cash funds for the payoff and reconveyance of the loans now encumbering the property. A contingency provision for new financing is needed if additional cash for the payoff of loans is required.

Cultivating an exchange environment

Consider an agent who has a working knowledge of income property transactions in the region surrounding his office. The agent regularly attends marketing sessions and visits with brokers and agents whose clients have properties they would like to convert to cash or exchange for other properties.

An investor who is an acquaintance of the agent is known to the agent to be unhappy with the management aspect of a smaller residential rental property he owns. The investor would prefer to own a single-user property requiring little of his time to oversee maintenance and repairs.

Discussions the agent has with the investor about selling the units and locating a more suitable property to meet the investor's ownership objectives culminates in a listing of the property with the agent (on behalf of his broker).

A *reinvestment provision* is included in the listing calling for the location and acquisition of replacement property to provide the continuing investment in real estate required to qualify the sale for the Internal Revenue Code (IRC) §1031 exemption from any profit tax. The investor has owned the property for quite some time and his basis is low compared to the property's present market value.

Soon the agent locates an industrial property which is owned by a businessman whose company occupies the entire building. The property is listed with another broker who explains his client would be willing to lease back the property from the buyer rather than move to other premises. The businessman's broker knows his client's objective is to reduce his debt so he can enlarge the credit line for his business.

On inquiry as to whether the businessman would take residential income units (with a much smaller loan) in exchange for his property, the agent gets a positive response. It happens the businessman owns other residential properties and their management does not pose a problem for him.

Preliminary due diligence investigation

Information on the properties is exchanged. The investor's units are priced at \$600,000 with a debt of \$200,000 and an equity valued at \$400,000. The industrial building belonging to the businessman is listed at \$1,200,000 subject to a loan of \$700,000 with an equity of \$500,000.

When data on the industrial property is reviewed with the investor as a probable replacement property under a net lease with the owner/occupant, the investor indicates it is just the situation he is looking for. He will be acquiring a property with a higher value to add to his investment portfolio and the demands on management will be minimal. The flow of rental income will cover payments on the loan and generate spendable income. The agent then conducts preliminary investigations into the property and the loan encumbering it.

The agent prepares an exchange offer. Besides the routine due diligence investigation into each property and typical contingencies and closing provisions, the agent needs to negotiate the **adjustment** for the \$100,000 difference between the equities in the two properties and the **terms of a lease** for the businessman's continued occupancy of the industrial building.

Thus, the consideration the investor will offer to pay the price of \$1,200,000 for the industrial property includes:

- the \$400,000 equity in his residential units;
- an assumption of the \$700,000 loan on the industrial building; and
- execution of a \$100,000 note in favor of the businessman, the adjustment necessary to balance the equities between the two properties exchanged.

Thus, the total consideration offered by the investor to buy the industrial building is \$1,200,000.

Conversely, the consideration the investor wants from the businessman in exchange for the investor's residential units and the investor's execution of a carryback note in favor of the businessman includes:

- the \$500,000 equity in the industrial property;
- an assumption of the \$200,000 loan on the residential units; and
- a \$100,000 **offset** by the investor's execution of a carryback note to be secured by the industrial property.

Thus, the total consideration the businessman will pay for the residential units on acceptance of this offer is \$600,000.

The **leaseback arrangements** offered by the investor are based on the market value of the industrial property and rents paid for comparable properties. The terms of the lease are set out in an addendum attached to the exchange agreement offer.

The offer is submitted to the broker representing the businessman. In turn, a counteroffer is submitted to the investor based on all the terms of the exchange agreement, modified as follows:

- the carryback note provision is deleted; and
- the amount of \$100,000 in cash is to be paid to adjust the equities.

Ultimately, escrow is opened based on an adjustment in the amount of \$90,000; comprised of a \$50,000 note and \$40,000 in cash and a price reduction for the \$10,000 difference. Talented Californian real estate agents can be clever when pushed to be creative.

Chapter 55

Real estate purchase options

This chapter demonstrates the use and effect of option-to-buy agreements in real estate sales.

An irrevocable offer to sell

A real estate syndicator searching for investment-grade, income-producing real estate locates a property which appears to be financially suitable for a group investment, a real estate brokerage activity called *syndication*.

However, the syndicator will not commit himself to the purchase of the property until he has **fully investigated** the condition of the improvements, the property's operations and the availability of mortgage financing, an effort called *due diligence*.

Further, on completing his **due diligence** investigation, and if conditions are found to be acceptable, the syndicator will need additional time to prepare an *investment memorandum* and to **locate investors**. The memo will contain his narrative report on the significant information he has gathered concerning the worth of the property. The report will be circulated among equity investors as a solicitation to form a group to fund the acquisition of the property for long-term ownership.

First, before the syndicator begins his in-depth analysis of the property, he needs to enter into an enforceable purchase agreement with the seller. Without an agreement to acquire the property, the property may be sold to someone else before he can complete his investigation and determine the property is suitable for acquisition. For the same reasons, the syndicator chooses not to engage in the use of a letter of intent. [See **first tuesday** Form 185]

To acquire the right to buy the property without unconditionally committing himself to purchase the property, the syndicator submits an offer which calls for the occurrence of several events before he becomes committed to the purchase of the property in provisions called *contingency provisions*.

The **contingency provisions** include approval of the property's physical condition, its leasing income and operating expenses, available mortgage financing, title and zoning restrictions on use, and the existence of equity investors to fund the closing.

The seller fully understands the contingencies are designed primarily to enable the syndicator to confirm his understanding of the property's condition as represented by the seller and to obtain the mortgage and equity financing needed to fund the close of escrow. However, the seller is concerned the syndicator's inability to satisfy and remove the contingencies could interfere with the seller's ability to promptly cancel the agreement should the syndicator fail to close or cancel the transaction by the date scheduled for closing.

The seller decides not to accept the syndicator's purchase offer due to uncertainty regarding the syndicator's timely performance.

The option to buy as a counteroffer

However, the seller is willing to grant the syndicator an **option to buy** the property at the same price and for the same time period sought by the syndicator in his offer to purchase. Thus, the seller counters the offer.

Here, a counteroffer form will not be used to respond to the syndicator's offer. A counteroffer would incorporate the terms of the syndicator's purchase offer, subject to any modifications stated in the counteroffer.

In this situation, the seller simply prepares and hands the syndicator an **offer to grant an option**. Thus, the seller **rejects** the syndicator's offer in its entirety. [See Form 160 accompanying this chapter]

The seller's offer to grant an option requires the syndicator to accept the offer and the terms of the proposed option agreement before the seller is bound to deliver the signed option agreement. To accept the seller's offer to grant an option, the syndicator must sign the acceptance provision in the offer and return it to the seller. Of course, the acceptance must occur before expiration of the seller's offer to grant the option.

For the syndicator, his purchase of an **option to buy** property imposes no obligation on him to open escrow and purchase the property. Unlike a real estate purchase agreement, the buyer holding an option to buy has **no obligation to purchase** the property.

Conversely, the option contains the seller's irrevocable offer which **obligates the seller to sell** the property on the terms stated in the option agreement should the syndicator decide to buy the property within a set period of time, called the *option period*. The syndicator only agrees to buy the property when he **timely accepts** the seller's irrevocable offer to sell, an acceptance called *exercising the option*.

In exchange for the seller granting an option on the property, the syndicator will pay the seller *option money*. The amount of option money is the price the syndicator pays to **buy the option** and "tie up" the property by removing it from the market. [See Figure 1 accompanying this chapter]

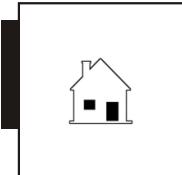
Thus, the option agreement allows the syndicator to control the property without committing himself to purchase it until he exercises the option, if ever. His completion of the property analysis and solicitation of investors will indicate whether he will exercise the option or not.

However, when the syndicator exercises the option, a *bilateral sales contract* is automatically formed, no differently than had he accepted an offer from the seller to sell the property under a purchase agreement containing nearly identical terms. Thus, on exercise, both parties become obligated to perform as agreed and must proceed with closing the sale since no contingencies exist. [**Caras v. Parker** (1957) 149 CA2d 621]

Should the syndicator let the **option period** expire without **exercising the option**, the seller will be able to sell the property to another buyer, unaffected by the option since the seller's irrevocable offer to sell represented by the option has expired.

In an option agreement, the owner is referred to as the *optionor* and the potential buyer is referred to as the *optionee*. They become the seller and buyer, respectively, on exercise of the option.

Editor's note — An option granted to a buyer is to be distinguished from an exclusive right-to-sell listing granted to a broker. On entering into a listing, the seller incurs no obligation to sell the property to



OFFER TO GRANT AN OPTION

And Option Money Receipt

Prepared by: Agent _____ | Phone _____
Broker _____ | Email _____

NOTE: Recommended for use with **first tuesday** Form 161 or 161-1.

DATE: _____, 20_____, at _____, California.
Items left blank or unchecked are not applicable.

FACTS:

1. On acceptance of this offer, _____, as the Optionor,
1.1 to grant, _____, as the Optionee,
- 1.2 an option to purchase property on terms and conditions set forth in the attached option agreement,
- 1.3 regarding property situated in the City of _____, County of _____, California,
- 1.4 referred to as _____.

TERMS:

2. This offer is conditioned on the tender of option money by Optionee in the sum of \$ _____, evidenced by: cash, cashier's check, personal check, _____, payable to Optionor to be held by Broker, undeposited, until delivery to Optionee of the option agreement signed by Optionor.
3. Parties to sign attached carryback disclosure statement which is a part of this agreement. (Mandatory if under the terms of the option, Optionor is to carry back paper on four-or-less residential units.) [See **ft** Form 300]
3.1 Optionee to hand Optionor a completed credit application on acceptance. [See **ft** Form 183] Optionor may terminate this agreement within _____ days of acceptance by delivering to Optionee, Optionee's Broker or Escrow, a written Notice of Cancellation based on disapproval of Optionee's credit. [See **ft** Form 183]
4. Seller's *Natural Hazard Disclosure Statement* [See **ft** Form 314] is attached, or is to be handed to Buyer on acceptance for Buyer's review, in which case Buyer may terminate the agreement within ten days of receipt based on a reasonable disapproval of hazards disclosed by the statement and unknown to Buyer prior to acceptance of this offer. [See **ft** Form 183]
5. On acceptance of this offer, the below mentioned Broker(s) are to be paid a fee of _____ by Optionor, or Optionee. Optionor's Broker and Optionee's Broker, respectively, shall share the fee on the following ratio _____ : _____.
6. This offer for option shall be deemed revoked unless accepted in writing by signing this offer and its attachment(s) and delivering same to the party making this offer or their broker on or before _____, 20_____.

OPTIONOR'S BROKER: _____

Broker's DRE Identification #: _____

Agent's Name: _____

Agent's DRE Identification #: _____

Signature: _____

Is the agent of: Optionor exclusively.
 Both Optionor and Optionee.

Address: _____

Phone: _____ Cell: _____

Email: _____

OPTIONOR:

I agree to grant this option on the terms stated above.

See attached Signature Page Addendum. [**ft** Form 251]

Date: _____ 20_____

Signature: _____

Signature: _____

OPTIONEE'S BROKER: _____

Broker's DRE Identification #: _____

Agent's Name: _____

Agent's DRE Identification #: _____

Signature: _____

Is the agent of: Optionee exclusively.
 Both Optionor and Optionee.

Address: _____

Phone: _____ Cell: _____

Email: _____

OPTIONEE:

I accept this option on the terms stated above.

See attached Signature Page Addendum. [**ft** Form 251]

Date: _____, 20_____

Signature: _____

Signature: _____

anyone. The owner has only employed the broker as his agent to find a buyer and represent the seller in negotiations. The broker has not received the power-of-attorney authority needed to commit the seller to a sale of the property and the listing is not an offer to sell anything.

Granting an option

Consider a broker who is employed by a seller under a listing agreement which states the broker will receive a fee if he negotiates a sale, exchange or the grant of an **option to purchase** the seller's property. [See **first tuesday** Form 102 §10]

An agent of the broker locates a qualified buyer. The seller grants the buyer, also called an **optionee**, an option on the receipt of **option money** paid by the buyer. The broker receives no fee on the grant of the option, although he is entitled to a fee under the listing. Also, the option does not contain a fee provision.

After the listing expires, the buyer exercises the option and acquires the property.

The broker makes a demand on the seller for a fee under the listing agreement. The seller refuses, claiming the broker is not entitled to a fee since the buyer exercised the option after the listing agreement expired and the option did not provide for a fee on its exercise.

Here, the broker did earn a fee. During the listing period, the seller granted the buyer an option to buy the property, which the buyer later exercised to acquire the property. [**Anthony v. Enzler** (1976) 61 CA3d 872]

Thus, when an option is exercised, the sale relates back to the **time the option was granted**, i.e., during the listing period. This **relation back** is roughly comparable to entering into a purchase agreement or opening an escrow during the listing period, and closing the transaction after the listing expires.

Alternatively, consider a seller who agrees to pay a broker a partial fee on the granting of an option without any reference to payment of a further fee on the exercise of the option. To avoid the lost expectations of the payment of a further fee on exercise, the broker or his agent must then include a fee provision in the body of the option. [See Form 160 §6]

Benefits for opposing positions

An option agreement provides benefits for both buyer and seller.

A **buyer** should consider acquiring an option when:

- he does not yet want to commit himself to buy;
- he is speculating in a depressed market that values will soon rise;
- he needs time to investigate and determine whether the property will operate profitably;
- he needs time to do promotional work such as syndicating, subdividing, rezoning, obtaining permits or loan commitments, or to complete a §1031 reinvestment; or
- he is a tenant and may want to own the leased premises some day.

Figure 1

STANDARD OPTION TO PURCHASE Irrevocable Right-to-Buy	
Prepared by: Agent _____ Broker _____ Phone _____ Email _____	
DATE: _____ 20_____, at _____ California. Items left blank or unchecked are not applicable.	
1. OPTION MONEY: Optionor herewith receives from Optionee option money in the amount of \$_____ evidenced by: <input type="checkbox"/> cash, <input type="checkbox"/> check, or <input type="checkbox"/> _____ given in consideration for this option to purchase real property.	
2. REAL PROPERTY UNDER OPTION: Address: _____ Legal description/Assessor's parcel number: _____	
3. ADDITIONAL CONSIDERATION: As further consideration for this option, Optionee is to obtain at his expense and deliver to Optionor prior to expiration of this option the following checked items regarding the property: <input type="checkbox"/> Property survey report by licensed California surveyors <input type="checkbox"/> Off-site improvement plans <input type="checkbox"/> Architectural plans and specifications <input type="checkbox"/> Soil engineer's report <input type="checkbox"/> Zoning ordinance request <input type="checkbox"/> Land use study <input type="checkbox"/> On-site engineering plans <input type="checkbox"/> Application for a conditional use permit <input type="checkbox"/> Application for a parcel map or waiver	
4. OPTION PERIOD: Optionor hereby grants to Optionee the irrevocable option to purchase the Optionor's right, title and interest in the property on the terms stated, for a period commencing with the acceptance of this option and expiring _____ or <input type="checkbox"/> on termination of the optionee's leasehold interest in the property.	
5. EXERCISE OF OPTION: Optionee may exercise this option during the option period by: 5.1 Signing escrow instructions identical in provisions to those attached as Exhibit A and delivering the instructions to escrow [See ft Form 401]; 5.2 Depositing cash in escrow of \$_____; and 5.3 Delivering an escrow-certified copy of the signed escrow instructions to Optionor within the option period, in person or by both certified and regular mail.	
6. ESCROW CONTRACT: In the event this option is exercised, the transaction shall be escrowed with _____. 6.1 Escrow shall close within _____ days after exercise.	
7. DELIVERY OF TITLE: On Optionee's exercise of this option, Optionor shall timely place all documents and instruments into escrow required by the Optionor as necessary for escrow to close as scheduled.	
8. BROKERAGE FEE: Optionor agrees to pay a brokerage fee of \$_____, or ____% of the selling price, IF: 8.1 This option is exercised; 8.2 Within one year after expiration of option period and any extension or renewal, Optionor enters into an agreement to option, sell, lease or exchange with Optionee, or their assigns or successors; 8.3 Optionor wrongfully prevents the exercise of this option; 8.4 Payable to Broker(s) _____	
9. SALE TERMS: Price _____ payable as follows: 9.1 <input type="checkbox"/> All cash. 9.2 Cash down payment in the amount of \$_____. 9.3 <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume an existing first trust deed note held by _____ with an unpaid principal balance of \$_____, payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____, plus a monthly tax/insurance impound payment of \$_____. a. At closing, loan balance differences per beneficiary statement(s) to be adjusted into: <input type="checkbox"/> cash, <input type="checkbox"/> carryback note, or <input type="checkbox"/> sales price. b. The account to be transferred: <input type="checkbox"/> charged, or <input type="checkbox"/> without charge, to Optionee. 9.4 <input type="checkbox"/> Take title subject to, or <input type="checkbox"/> Assume an existing second trust deed note held by _____ with an unpaid principal balance of \$_____, payable \$_____ monthly, including interest not exceeding ____%, <input type="checkbox"/> ARM, type _____, due _____ 20_____	
----- PAGE ONE OF TWO — FORM 161 -----	
----- PAGE TWO OF TWO — FORM 161 -----	
9.5 A note for the balance of the purchase price in the amount of \$_____ to be executed by Optionee in favor of Optionor and secured by a trust deed on the property junior to the above referenced financing, payable \$_____ monthly, or more, beginning one month after closing, including interest at ____% per annum from closing, due _____ years after closing. a. This note and trust deed to contain provisions to be provided by Optionor for: <input type="checkbox"/> due-on-sale, <input type="checkbox"/> prepayment penalty, <input type="checkbox"/> late charges, <input type="checkbox"/> b. <input type="checkbox"/> The attached Financial Disclosure Statement is an addendum to this agreement (mandatory on four-or-less residential units). [See ft Form 300] c. <input type="checkbox"/> Options to provide a Request for Notice of Default and Notice of Delinquency to senior encumbrances. [See ft Form 412]	
10. GENERAL PROVISIONS:	
10.1 <input type="checkbox"/> See attached addendum for additional provisions. [See ft Form 250] 10.2 Attached as addenda are the following checked disclosures mandated on four-or-less residential units: a. <input type="checkbox"/> Condition of Property Disclosure — Transfer Disclosure Statement (TDS) [See ft Form 304] b. <input type="checkbox"/> Natural Hazard Disclosure Statement [See ft Form 314] c. <input type="checkbox"/> Disclosure of Sexual Predator Database [See ft Form 319] d. <input type="checkbox"/> Hazard Disclosure Booklet, and related Optionor disclosures, containing Environmental Hazards, Lead-based Paint and Earthquake Safety [See ft Forms 313 and 315] e. <input type="checkbox"/> Documentation of any Homeowners' Association (HOA) involved. f. <input type="checkbox"/> Notice of Supplemental Property Tax Bill [See ft Form 317] 10.3 Possession of the property to be delivered on: _____ 10.4 Both parties reserve their rights to assign, and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow, on either party's written notice.	
11. EXPIRATION OF OPTION: This offer to sell shall be deemed expired if not accepted by exercise during the option period. 11.1 This option contract shall automatically terminate by expiration on _____ 20_____. 	
OPTIONOR'S BROKER: _____ Broker's DRE Identification #: _____ Agent's Name: _____ Agent's DRE Identification #: _____ Signature: _____ Is the agent of: <input type="checkbox"/> Optionor exclusively. <input type="checkbox"/> Both Optionor and Optionee. Address: _____ Phone: _____ Cell: _____ Email: _____	
OPTIONEE'S BROKER: _____ Broker's DRE Identification #: _____ Agent's Name: _____ Agent's DRE Identification #: _____ Signature: _____ Is the agent of: <input type="checkbox"/> Optionee exclusively. <input type="checkbox"/> Both Optionor and Optionee. Address: _____ Phone: _____ Cell: _____ Email: _____	
I hereby grant this option and agree to the terms stated above. Date: _____ 20_____ Optionor: _____ Signature: _____ Address: _____ Phone: _____ Fax: _____ Email: _____	
I hereby accept this option and agree to the terms stated above. Date: _____ 20_____ Optionee: _____ Signature: _____ Address: _____ Phone: _____ Fax: _____ Email: _____	
FORM 161 11-10 ©2010 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494	

A **seller** should consider granting an option when:

- he wants to retain ownership rights to the property for a fixed period into the future (for tax purposes);
- he wants to sell at a price based on higher future market values;
- he needs to provide an incentive to induce a prospective tenant to lease the property; or
- he wants to give a promoter incentive to work up a marketing or use plan and buy the property.

Multiple option periods

Developers require a longer initial option period, or the right to extend the option period, to provide time in which to study a property, obtain government clearances and locate financing for development. If these objectives are met, the developer will be able to purchase the property on a previously agreed set of terms.

Thus, it is foreseeable a developer may need **additional time** beyond the initial option period to complete his due diligence and approval process before committing himself to the purchase of the “optioned” property. Here, the option agreement should include the right to buy one or more extensions of the option period on the payment of additional option money before the expiration of the preceding option period. [See **first tuesday** Form 161-1]

The developer who determines he will be unable to develop or to successfully market a development of the property will simply not exercise the option.

Lease with option

The other significant use of an option to buy relates to residential and nonresidential leasing arrangements. Prospective tenants might want the ability to later acquire ownership of the property they will be occupying.

Tenants often need to invest substantial dollar amounts in tenant improvements to tailor the property to the tenant’s needs. Whether contracted for by the tenant or the landlord, the tenant pays for the improvements either by a lump sum, up front expenditure or by payments amortized over the initial life of the lease as part of the monthly rent.

Also, installation of racks, cabinets, shelving, trade fixtures, lighting and other interior improvements will be needed to make the premises fully compatible for the tenant’s occupancy. These too will be paid for by the tenant. Always, a degree of “goodwill” is built up with customers due to the location of the business on the property. Thus, the location becomes part of the value of the tenant’s business so long as he remains at the location.

All these opportunities will be lost if the landlord refuses to extend the lease or his demands for increased rent under an option to extend the lease compels the tenant to relocate. A tenant with even a small degree of insight into his future operations at the location will attempt to negotiate some sort of option to purchase the property. At least an option to renew at lesser rental rates should be negotiated, as the tenant improvements (TIs) have been paid for by the tenant and the landlord has fully recovered any costs he may have incurred.

A lease with an option to purchase must be distinguished from the purchase rights held by a tenant under a right of first refusal agreement or a buyer under a lease-option sales arrangement. [See **first tuesday** Form 163; see **first tuesday** Form 579]

Option money as the consideration needed

An option agreement is not enforceable unless a seller receives some sort of consideration. Unless the seller is given something in exchange for the right he has **surrendered** to revoke his offer to sell or to sell the property to others, the option fails for **lack of consideration**. Without the payment of consideration, the agreement is merely an offer to sell which may be **withdrawn at any time** by the seller. [**Kowal v. Day** (1971) 20 CA3d 720]

While consideration is needed to create an option agreement which is binding on the seller, the **amount of the consideration** paid for an option may be a minimal amount. An enforceable option can be created for as little as 25 cents paid by a buyer.

Also, the consideration given for the option does not need to be in cash. For instance, when an option to purchase is granted to a tenant who enters into a lease, the consideration given for the grant of the option rights is the tenant's signature obligating the tenant to perform on the lease.

In the case of a syndicator or developer using an option to control property he is not yet certain he wants to purchase, the consideration is the option money paid to the seller to grant the irrevocable offer to sell. The option money is typically set at an amount which will compensate the seller for the time the property is kept off the market, similar to a payment of rent or interest (less any actual and implicit income produced for the owner by the property).

Often a small amount of option money is paid for a short initial option period, sometimes called a "free-look" period. The term of the free-look option may be twenty to thirty days, granted on the payment of a small amount of option money, such as \$100.

If the buyer is given extensions to continue the option after the free-look period, he usually is required to put up a more substantial amount of option money.

Any number of additional option periods may be agreed to, one following the expiration of another. The number of extensions depends only on the seller's willingness to grant the extensions and the buyer's willingness to put up more option money to pay for those extensions. [See **first tuesday** Form 161-1]

Sufficiency of terms for enforcement

While consideration is necessary for a purchase option to be enforceable, a method for payment of the **purchase price** or a **closing date** are not.

Consider an owner and a tenant who sign a lease agreement granting the tenant an option to purchase the leased property.

The option includes the identities of both parties, a description of the property, and the price to be paid, but is silent on the escrow period for delivery of the price and deed after exercise of the option.

The tenant timely exercises the option and escrow is opened.

The owner responds by placing conditions on the escrow period not included in the option, negotiating to prolong the close of escrow until he locates a §1031 exchange replacement property.

The tenant counters, attempting to resolve the owner's demand for an **extended escrow** and his need to record a purchase-assist loan to fund the purchase price.

The owner then refuses to perform, claiming the option cannot be enforced since ongoing negotiations to resolve the time for payment of the price and delivery of the deed are essential terms and did not exist in the option.

Does the lack of terms regarding time for payment of the price and the delivery of the deed make the purchase option unenforceable?

No! An option agreement need only identify the parties involved, the property in question, and the price to be paid. When the option does not state the method for payment of the price or the length of the escrow period, the method for payment of the price is **implied** to be cash through escrow, and the time for payment of the price in exchange for the deed is **implied** to be of a **reasonable time period** (60 days) after exercise of the option. [Patel v. Liebermensch (2008) 45 C4th 344]

Exercising the option

Unless a particular **manner for exercising** the option is specified in the option agreement, any communication from a buyer to a seller of his intention to exercise the option is sufficient. [Riverside Fence Co. v. Novak (1969) 273 CA2d 656]

However, if the option agreement requires the buyer to take specific steps to exercise the option, the buyer must follow the **conditions set** in order to exercise the option and acquire the property. [Palo Alto Town & Country Village, Inc. v. BBTC Company (1974) 11 C3d 494]

For instance, an option agreement should require a buyer to sign escrow instructions and deposit cash in escrow to exercise the option. If the instructions are not signed, or if signed and the deposit is not made, the option has not been exercised. Thus, the buyer has not exercised his right to acquire the property.

Proposed escrow instructions should be prepared and attached as an addendum to the option agreement to avoid any conflict over the content of the instructions required to be entered into to exercise the option. The instructions will remain unnumbered, undated and unsigned until exercise of the option. [See **first tuesday** Form 401]

The escrow opened to exercise an option should call for escrow to close within a short period of time, i.e., the number of days required to prepare documents, order title reports and close. Unless an option agreement requires the buyer to sign escrow instructions, deposit funds and close escrow within a short period of time, the buyer's exercise of the option merely creates an enforceable bilateral purchase agreement with no escrow, funds or clear closing date.

Recording the option

When a purchase option or **memorandum** of the option is recorded, it becomes part of the property's chain of title, imparting *constructive notice* of the outstanding option rights to anyone later obtaining an interest in the property. A buyer, lender or tenant acquiring an interest in the property with **actual or constructive notice** of the existence of an option to purchase the property takes his interest in the property **subject to** the buyer's option rights.

Conversely, a buyer, lender or tenant who does not have actual knowledge of an unrecorded and unexpired option, takes his interest in the property free of the option.

For example, a seller grants a buyer an option to purchase property. Before the option is recorded or the buyer takes possession, the seller conveys the property to a second buyer. The second buyer did not have actual knowledge of the first buyer's option on the property.

The buyer who was granted the option later exercises the option by depositing the full amount of the purchase price into an escrow he has opened as agreed in the option agreement.

However, the seller who granted the option is no longer the owner of the property. Thus, he has no interest in the property to convey. Also, the option agreement is not enforceable against the second buyer since the second buyer, who is now the owner of the property, had no knowledge of the first buyer's option when he acquired ownership.

Thus, the conveyance of the property to the second buyer without notice of the unexpired option wiped out the first buyer's right to buy the property under the option. [**Utley v. Smith** (1955) 134 CA2d 448]

A recorded option **ceases to constitute constructive notice** of a buyer's option rights when:

- six months have run after the expiration date stated in the recorded option agreement or memorandum without the prior recording of an **exercise** or **extension** of the option; or
- six months have run after the option or memorandum was recorded should the expiration date not be stated in the recorded option agreement or memorandum. [Calif. Civil Code §884.010]

The purpose for the extinguishment of the recorded option from title is to protect buyers and sellers of property from old, unexercised and expired option rights which are of record. No such statutory scheme exists for the "outlawing" of unrecorded options which have expired.

SECTION F

Vesting and Escrow



Chapter

56

Vesting the ownership

This chapter introduces the various vestings for holding title, the ownership rights reflected by the vestings and their termination by any right of survivorship on death of a co-owner.

Possession and transfer rights

All parcels of real estate have a recorded history. California's real estate history began with its admittance into the Union, when the United States of America became the initial owner of all the land. Titles were "proven up" by individuals in federal courts or with government agencies who issued *certificates of title* based on comparable rights held by the individuals under prior Spanish, Mexican or California sovereign law.

Thus began the **recorded history of title** to each parcel in California. Parcels are now identified by the assessor of each county by a parcel number.

A conveyance by the vested owner of a parcel effectively transfers title to the next owner if the person conveying "title" holds title under a prior conveyance transferring title into his name. Thus, for each parcel a linkage exists in title from the beginning of the state of California to the present. The "chain of title" for a parcel reflects a conveyance by each person who previously took title to the property, from themselves to the next vested owner of title, and on to the present holder of title.

The initial focus for an analysis of a transfer of title in a sales transaction is on the person who is conveying title, not the new owner who is taking title. If the person conveying does not hold a good and **marketable (insurable) title** to the property and have the authority to convey it, the transfer to the new owner is defective, if not ineffective.

Today, the ability of the current owner to transfer title is the concern of the title companies. Title insurers issue policies covering the risk regarding whether the transfer of the ownership interest bargained for by the new owner has occurred. Title company analysis of this *conveyancing risk* is based on the nature and validity of the **present owner's vesting**, usually established when that owner took title.

The vesting used to take title when a person acquires ownership establishes the rules controlling his later conveyance of an interest in the property to another.

Thus, the text of this chapter focuses on the **vesting used to acquire** an interest in real estate under a deed, lease or trust deed.

The time for setting the vesting

Consider a buyer who has entered into a purchase agreement and escrow instructions. The purchase agreement states the buyer will take title in the condition agreed and as insured by a title insurer under a policy of title insurance. The **precise vesting** the buyer will use does not need to be stated in the purchase agreement.

However, escrow will include the exact wording of the vesting to be used by the buyer in the mutual instructions signed by both the seller and buyer.

The **vesting chosen** by the buyer is never a condition of the purchase agreement or escrow. The vesting on conveyance may be chosen (or unilaterally altered) by the buyer at any time prior to closing (but in sufficient time for preparation of the deed, signature by the sellers and acknowledgement by a notary prior to the date scheduled for closing).

Escrows prefer to draft the deed to be signed by the seller when escrow instructions are prepared. Thus, an early decision by the buyer about his vesting is necessary to accommodate the escrow process.

Hence, the buyer's agent needs to possess a working **knowledge of vestings** to be able to advise the buyer on the vestings available to the buyer so the agent is able to aid in the selection of the vesting desired before dictating instructions to escrow.

A person or persons take title

Real estate is owned by a **person or persons**, who by definition is either an **individual** (or individuals) or an **entity**, such as a corporation, limited liability company (LLC) or partnership. Trusts are not entities in California unless they have been qualified as a corporation by the Department of Corporations. Thus, the *beneficiary* of the trust relationship, be it an individual or an entity, is the **owner** of the real estate in spite of the vesting being in the name of a third person as trustee.

Further, **ownership** by an individual or entity is classified as either:

- a *sole ownership*, legally called an *ownership in severalty* [Calif. Civil Code §681]; or
- a *co-ownership* of two or more persons.

Sole ownership is reflected by use of a vesting naming an individual or entity as the one person entitled to ownership of the entire property described in the conveyance transferring title to that person. The **one person named** in this vesting context could be a married individual who owns property as the separate property of the married individual.

Co-ownerships exist for **individuals** in two fashions:

- as *vested co-owners* on title; or
- as **co-owners** of an **entity**, which is itself the vested owner holding title to the property.

Co-owners vest title in their individual names under one of only four types of ownership available for property located in California:

- as *joint tenants*;
- as *tenants in partnership*;
- as *tenants in common*; and
- as *community property*, with or without the right of survivorship. [CC §§682, 683]

No other co-ownership vesting exists for individuals. Thus, the **trust vestings** which exist provide for one person as *trustee* to hold title for the true owner(s) who are named as **beneficiary(ies)** under a title holding agreement the owner has entered into with the trustee. The trust agreement spells out ownership

arrangements which are either the same as one of the four co-ownership interests provided by the vestings listed above or distinguishable from them, such as a subordinated ownership interest, priority distributions, allocation of tax benefits, etc., typical of co-ownership arrangements for an entity.

Finally, **community property ownership** has two available vestings:

- husband and wife as community property; and
- husband and wife as community property with the right of survivorship.

The community property vestings are only available to married couples.

Possessory rights of co-owners

Each co-owner of property has the right to:

- **possess** the entire property himself, to the extent it is not already possessed or leased to others by another co-owner;
- **lease** his possessory right to occupy and use the entire property to a tenant, except for community property since the lease is subject to being set aside by a nonconsenting spouse within one year after its commencement;
- **sell** his ownership interest in the property without the need for prior notice to or the consent of the other co-owners, except for community property or a co-owner who has agreed to the contrary; and
- **encumber** his ownership interest in the property without the consent of his co-owners, except for community property or when prohibited by a co-ownership agreement.

On the other hand, a co-owner has obligations to other co-owners not to:

- **exclude other** co-owners from their right to possession of any part of the property [**Oberwise v. Poulos** (1932) 124 CA 247]; or
- **create an easement** on the property against a co-owner.

Tenancy in common

Should the type of vesting not be stated when two or more persons take title to real estate, the co-owners are presumed to be **tenants in common**, a sort of **default vesting** attributed to their ownership. However, if the co-owners are husband and wife and title is not vested as a tenancy in common, the property is presumed to be **community property**. Also, if the conduct of the co-owners is in fact that of partners, the property ownership is subject to the rights of a tenancy in partnership. [CC §686]

Thus, a tenancy-in-common vesting is the form of ownership used by two or more persons, with an **equal or disproportionate share** of ownership in the property as the separate property of each, when they do not intend their relationship to be that of joint tenants on death or of partners for profit. Further, the property is not acquired as a community property asset. [CC §685]

If the fractional co-ownership interest held by each co-owner was transferred to them at the same time, by the same deed and in equal shares, e.g., 1/3, 1/3 and 1/3, on the recording of one deed, then the only distinction between vesting the co-ownership as a tenancy in common or a joint tenancy is the right of survivorship attached to the joint tenancy vesting.

Thus, the person vested as a tenant in common **retains control** over the destiny of his ownership interest on death. The control is exercisable by will or by vesting the co-owner's interest in the name of his inter vivos trust. The survivors in an ownership arrangement vested as tenants in common will not take the deceased's interest as would have occurred on their death under a joint tenancy vesting.

As tenants in common, co-owners retain the ability on death to transfer their interests in real estate to individuals other than the remaining co-owners of the property. Children jointly taking property on the death of a parent or relative will typically be designated as tenants in common or automatically be classified as tenants in common for failure of the will or trust agreement to state the nature of their co-ownership.

Tenancy in partnership

Groups of investors numbering just a few individuals often acquire property as co-owners, to hold and operate as income-producing property. They often take title to the real estate as **tenants in common**. However, the venture necessitates a joint effort for the **collective benefit** of all the individual co-owners. Thus, a **tenancy in partnership** exists for ownership purposes and a California partnership has been formed for operating purposes. [CC §682(2); Calif. Corporations Code §§16202(a), 16204(c)]

The group, as co-owners of property which requires day-to-day management, jointly operate a business venture. The management is conducted either directly by one or more of the co-owners in a coordinated effort or indirectly through a property manager. However, to be common-law tenants in common, the co-owners must intend not to act as a group, an issue for avoiding tax partnership treatment.

Property vested in the names of **profit-sharing, co-venturing co-owners** as tenants in common is property owned by their "partnership," not property fractionally owned and separately managed and operated by each co-owner individually. [Corp C §16203]

Thus, even though title is vested in all the individual co-owners as tenants in common, each co-owner actually holds title as a **trustee** on behalf of their **informal partnership** since the property's operation requires a coordinated or **centralized-management** effort. [Corp C §16404(b)(1)]

Nature of a joint tenancy

Although most **joint tenancies are created** between a husband and wife, a joint tenancy can be created between persons other than a married couple, such as between other family members. In contrast, the community property vestings, of which there are two, are only available to a married couple.

Also, the number of joint tenants holding title is not limited to two, as is the case for a married couple's ownership of community property. Any number of co-owners can, under one deed, take title to real estate as joint tenants so long as they **share equally in ownership**.

The joint tenancy vesting has been and is an estate planning tool used for the orderly transfer of ownership between family members on death. The vesting is rarely used in a business environment, except for community-owned enterprises or investments.

Traditionally, the creation of a joint tenancy requires the conveyance of **four unities**:

- *unity of title*, meaning the joint tenants take title to the real estate through the **same instrument**, such as a grant deed;
- *unity of time*, meaning the joint tenants receive their interest in title at the **same time**;
- *unity of interest*, meaning the joint tenants own **equal shares** in the ownership of the property; and
- *unity of possession*, meaning each joint tenant has the **right to possess** the entire property.

Today, a joint tenancy is loosely based on these four unities. For example, a joint tenancy is defined as ownership by two or more persons in **equal shares**. Thus, the joint tenancy co-ownership incorporates the unity of interest into the statutory definition. [CC §683]

Similarly, a joint tenancy must be created by a **single transfer** to all those who are to become joint tenants. Thus, the historic unity of title (same deed) and unity of time (simultaneous transfers) required under common law have been retained in one event, typically being the recording of the conveyance transferring title to the joint tenants.

A joint tenancy ownership in real estate may be created by any of the following transfers, each being a **single conveyance** to all joint tenants, if the conveyance states the co-owners take title “as joint tenants”:

- a transfer by grant deed, quitclaim deed or assignment, from an owner of the fee, leasehold or life estate, to himself and others;
- a transfer from co-owners vested as tenants in common to themselves; or
- a transfer from a husband and wife holding title as community property, tenants in common or separately, to themselves. [CC §683]

For the small percentage of joint tenants who are not husband and wife, typically family members or life-long friends, a valid joint tenancy is created when all co-owners take title under the same deed as joint tenants, without stating their **fractional interest** in ownership. Their actual fractional ownership, if severed or transferred to others, is a function of the number of individuals who took title as joint tenants.

Joint tenant's right of survivorship

The sole advantage of a joint tenancy vesting for co-owners is the **extinguishment** of a co-owner’s entire co-ownership interest in the property on his death. **On death**, the interest of the deceased co-owner is absorbed by the surviving joint tenant(s). Thus, the ownership interest previously held by the deceased co-owner avoids probate procedures since no interest remains to be transferred.

The same results occurs on death if a married couple uses the community property with right of survivorship vesting to hold title to real estate or personal property.

Other than the **right of survivorship**, a joint tenancy vesting neither adds nor diminishes the legal or tax aspects of the ownership interest held in the real estate by each co-owner.

For example, whether the interests held by the co-owners are separate property or community property, a joint tenancy vesting neither enlarges nor reduces the nature of the ownership interest, until death.

Thus, the right of survivorship is the distinguishing feature of a joint tenancy vesting and is legally referred to as *jus accrescendi*. The right of survivorship is a doctrine developed by case law and now codified in California.

The right of survivorship only becomes operative at the **time of the death** of a joint tenant. On death, the right of survivorship extinguishes the deceased's interest and leaves the **remaining joint tenant(s)** with the entire ownership of the property to **share equally** among the surviving joint tenants.

Ultimately, on the death of all other joint tenants, the last surviving joint tenant becomes the sole owner of the property originally owned by all the joint tenants.

The mesh of ownership rights

Joint tenancy rights and community property rights held by married couples **overlap** in California law when community property is placed in a joint tenancy vesting. This overlap is a by-product of California legal history.

Joint tenancy, with its inherent right of survivorship, arises out of the English common law, and is called a *common law estate*.

Community property, with its implicit partnership aspect, is a creation of Spanish civil law, dating from the time California was a Spanish colony.

Older cases treated community property and joint tenancy as mutually exclusive, i.e., holding real estate as community property meant it could not be held in a joint tenancy vesting and retain its community property status. Thus, a *transmutation* from community property to the separate property of each the husband and wife occurred by a transfer into a joint tenancy, comparable to vesting community property in a tenancy in common vesting today. [**Tomaier v. Tomaier** (1944) 23 C2d 754]

However, this "mutually exclusive" rule, which controlled legal results by the type of vesting and not by the community nature of the ownership between husband and wife, was eliminated in 1975.

Today, a joint tenancy vesting is merely a vesting used by co-owners solely **to avoid probate**. The joint tenancy vesting provides no other advantage to the co-owners. The underlying community or separate property character of the real estate is not affected when a husband and wife vest their co-ownership as joint tenants.

For instance, a husband and wife who take title as joint tenants do not by the vesting **transmute** their community property into separate property owned 50:50 by the husband and wife.

However, a joint tenancy vesting allows a husband and wife to **renounce the community property presumption** should they claim they intended the joint tenancy vesting to establish separate property interests in the real estate. Thus, the community property presumption can be rebutted by either spouse, and is occasionally exercised by the husband and wife to deter creditors. [**Abbett Electric Corporation v. Storek** (1994) 22 CA4th 1460]

A similar result altering community property rights occurs in federal **bankruptcy** proceedings when a husband and wife hold title as joint tenants. The interest of each spouse vested as a joint tenant is treated in bankruptcy as separate property in order to attain the objective of federal bankruptcy law to free individuals of onerous debt.

Thus, a spouse's one-half interest in community property vested as joint tenants is **not liable in bankruptcy** for debts which were incurred solely by the other spouse and not on behalf of the community. [In re **Pavich** (1996) 191 BR 838]

Unless the couple intends by the joint tenancy vesting to transmute their community property into separate property when they take title to their community assets as joint tenants, the property is **presumed** to be a community asset without concern for the joint tenancy vesting.

Conveying community property

Both spouses must consent to the sale, lease for more than one year, or encumbrance of the community real estate no matter how it is vested. [Calif. Family Code §1102]

If one spouse, without the consent of the other, sells, leases for more than one year or encumbers community real estate, the nonconsenting spouse may either **ratify** the transaction or have it **set aside**. The nonconsenting spouse has **one year** from the recording of the nonconsented-to transaction to file an action to set the transaction aside.

However, if the other party to the transaction — the buyer, tenant or lender — has no notice of the marriage, actual or constructive, the transaction cannot be set aside by the nonconsenting spouse who has failed to make the community interest known. [Fam C §1102]

Conveying community property as joint tenants

The ability of a married joint tenant to sell, lease or encumber his interest in the real estate depends on whether the real estate interest vested in the individual is his **separate property** or the **community property** of the individual's marriage.

When community real estate is vested in joint tenancy, both spouses' signatures are required to execute an enforceable purchase agreement or trust deed lien, or to enter into a lease agreement with a term exceeding one year. [Fam C §1102]

Thus, a sale, long-term lease or encumbrance of the community property executed by only one spouse is **voidable** since the transaction may be set aside by the **nonconsenting spouse** if acted upon within one year after commencement.

Further, a purchase agreement for the sale of community property entered into by only one spouse may not be enforced in any part by the buyer through an action for specific performance.

Thus, a purchase agreement entered into by one spouse to sell only his one-half interest in the community property is unenforceable unless consented to by the other spouse. Community property **may not be conveyed**, leased or encumbered without the consent of both spouses. [Andrade Development Company v. Martin (1982) 138 CA3d 330]

However, if **record title** to the community real estate is in the name of **one spouse only**, a sale, lease or encumbrance executed solely by the title-holding spouse is presumed valid if the buyer, tenant or lienholder has no actual or constructive knowledge of the marriage. This includes any knowledge of the agent representing the buyer, landlord or lender, about the owner's marital status. [Fam C §1102(c)]

Separate property joint tenancy vestings

When real estate held in a joint tenancy vesting is the **separate property** of each joint tenant, such as three siblings or a parent and child, each joint tenant can sell or encumber his interest in the real estate **without the consent** of the other joint tenants.

Also, when the real estate owned by a joint tenant is his separate property, the joint tenant may **lease** out the entire property since a lease is a transfer of possession, and each joint tenant has the *right to possession* of the entire property.

However, consider a husband and wife who own real estate which is **community property**. They hold title as joint tenants. The husband enters into an agreement to lease the property to a tenant for a term of over one year. The wife does not enter into the lease agreement with the tenant.

Under joint tenancy rules, any joint tenant acting alone may lease the entire property to a tenant. However, under community property rules (which apply to property acquired during the marriage with community assets), both spouses must execute a long-term lease agreement for the tenant to avoid challenges to set aside the lease for failure of both the husband and wife to sign the lease.

This one-spouse leasing scenario is an example of the misunderstanding created by the overlay and **superiority of community property rights** when community property is placed in a joint tenancy vesting.

Although no case or statute addresses this set of leasing facts, existing case law suggests the joint tenancy vesting should be viewed as controlling the landlord-tenant relationship. Thus, the joint-tenant husband or wife individually is allowed to lease the property.

Also, the **doctrine of ratification** would influence the result (in favor of the tenant) if the nonconsenting spouse knowingly enjoyed the benefits of the lease before attempting to set the lease aside. [CC §2310]

The agent's role and listings

A broker and his agents who represent a married person in the sale, lease or financing of community real estate must know whether the performance by the married person of a promise to pay a fee under a listing or to close escrow on a purchase agreement can be legally avoided by asserting **community property defenses**, thereby inflicting a loss on the broker.

For example, a broker obtains an exclusive right-to-sell listing signed only by the wife. The real estate listed is vested in the name of the husband and wife either as community property or as joint tenants.

During the listing period, the couple acting independent of the broker sells the property without the payment of a fee to the listing broker. The listing entitles the broker to a fee, payable by the person who signed the listing, if the property is sold by anyone during the listing period. [See **first tuesday** Form 102]

The broker claims both the husband and wife are liable for the brokerage fee since the actions of the wife committed the community to the payment of a fee and the property was sold during the listing period.

RECORDING REQUESTED BY AND WHEN RECORDED MAIL TO	
Name Street Address City & State	
SPACE ABOVE THIS LINE FOR RECORDER'S USE	

AFFIDAVIT OF DEATH OF JOINT TENANT

Prepared by: Agent _____ | Phone _____
Broker _____ | Email _____

DATE: _____, 20_____, at _____, California.

, is the deceased named in the attached certified copy of Certificate of Death and the same person named as one of the joint tenants vested as owner of the following property situated in the County of _____, California, referred to as:

APN# _____

I have personal knowledge of the facts in this affidavit.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Date: _____, 20_____
(Print Name) _____ (Signature) _____

Date: _____, 20_____
(Print Name) _____ (Signature) _____

STATE OF CALIFORNIA
COUNTY OF _____
SUBSCRIBED and SWORN to (or affirmed) before me on this
_____ day of _____, 20_____,
by _____,
proved to me on the basis of satisfactory evidence to be the person(s)
who appeared before me.

(Seal)

(Signature)

(This area for official notarial seal)

The wife claims the listing is unenforceable without the husband's signature since no part of the property listed can be sold and conveyed without her husband's written consent.

Is the broker entitled to his fee?

Yes! The wife, separate from the husband, is liable for the fee since she signed the listing agreement **employing the broker**. The broker can enforce collection of his fee due under the listing in an action for money against the wife. However, the husband, who did not sign the listing agreement, is not personally liable for the brokerage fee. [Tamimi v. Bettencourt (1966) 243 CA2d 377]

Further, on recording the broker's abstract of the judgment against the wife for the brokerage fee, the judgment becomes a **lien on all community** real estate owned by the couple. The husband's **separate property**, however, is not liened and remains unaffected by the abstract which attaches as a lien to both the wife's separate property and their community property.

In contrast to a listing employing a broker to locate a buyer, an action for specific performance by a buyer to enforce a real estate purchase agreement signed only by the wife will not be successful. An **agreement to sell** community real estate requires both spouses' signatures. **Management and control** is in both, not just one co-owner, when the property is community real estate, no matter how vested.

Severing a right of survivorship

A husband and wife are the vested owners of a parcel of real estate which is community property. The vesting provides for the right of survivorship under either a community property with right of survivorship vesting or a joint tenancy vesting.

However, every co-owner vested as a joint tenant or community property with right of survivorship has the right to **unilaterally sever** the right of survivorship. The severance by a co-owner **terminates** the right of survivorship in that co-owner's interest, whether his interest in the real estate is separate or community property. The separate or community property **nature of the co-owner's interest** in the property remains the same after severing the right of survivorship from the co-owner's interest.

A co-owner terminating the right of survivorship in his interest is not required to first **give notice** or seek consent from the other co-owner(s). [Riddle v. Harmon (1980) 102 CA3d 524]

To **sever** the vesting, the co-owner prepares and signs a deed from himself "as a joint tenant" or "as community property with right of survivorship," back to himself. On recording the deed, the right of survivorship is severed by having merely **revested** the co-owner's interest. The deed revesting title should include a statement noting that the transfer is intended to sever the prior vesting. [CC §683.2(a)]

Alternatively, the co-owner could transfer title to himself as trustee under the co-owner's revocable inter vivos (living) trust agreement. The conveyance into **the trust vesting** would also sever the right of survivorship. By the conveyance, the trust vesting would also avoid the probate process while gaining **control over succession** of the co-owner's interest on death. Again, community property remains community property even though vested in the living trust of the individual husband or wife.

Further, any transfer of a joint tenant's interest in the joint tenancy property to a third party, such as from a joint tenant parent to a child, **automatically severs** the joint tenancy.

Termination of interest on death

Again, when the co-ownership of property is vested as joint tenants or community property with right of survivorship, the death of a co-owner **automatically extinguishes** the deceased co-owner's interest in the real estate. Thus, the surviving co-owner(s) becomes the sole owner(s) of the property.

However, **title** to the deceased co-owner's interest in the property must be cleared away before the surviving co-owner(s) will be able to properly sell, lease or encumber the property as the owner(s).

The enlarged ownership interest of a surviving joint tenant, clear of the deceased's interest, is documented by simply recording an **affidavit**, signed by anyone, declaring the death of a joint tenant who was a co-owner and describing the real estate. [See Form 460 accompanying this chapter; Calif. Probate Code §210(a)]

Likewise, the half interest in **community property** held by the deceased spouse at the time of death vested "as community property with right of survivorship" is **extinguished** by the same affidavit procedure used to eliminate the interest of a joint tenant. However, the surviving spouse (or the surviving spouse's representative) is the only one authorized to make the declaration. [See **first tuesday** Form 461]

Judgment against a spouse

Now consider a husband who encumbers community property with a trust deed, executed by the husband alone and without the consent of the wife. The trust deed secures a note which evidences a debt or other monetary obligation undertaken by the husband.

Later, the trust deed lien is set aside in a judicial action by the wife since the wife did not consent to the encumbrance of the community property.

The husband defaults on the now unsecured loan. The lender obtains a money judgment against the husband individually and records an abstract of the judgment **naming only the husband** as the judgment debtor.

On **recording the abstract**, the judgment debt attaches as a lien to all community property in which the husband presently has an interest, as well as the husband's separate property interests in other real estate. The wife's separate property is unaffected by the recorded abstract.

Now, the same community property which had been previously encumbered by the judicially voided trust deed lien is now encumbered by the judgment which attached as a lien by recording the abstract.

Later, the couple's marriage is dissolved and the wife is awarded sole ownership of the community property, now her separate property.

The wife claims the money judgment lien did not attach to the property since the debt which became the money judgment had been secured by the same property under a trust deed the court declared void.

Here, the recording of the abstract of judgment against the husband created a **valid lien** on all community property owned by the couple, including the property which later became property solely owned by the wife. The judgment against the husband attached to the property while it was still community property, before a property settlement conveyed the property or the marriage had been dissolved. [**Lezine v. Security Pacific Financial Services, Inc.** (1996) 14 C4th 56]

Joint tenancy tax aspects

Taxwise, the main question raised for a husband and wife when the surviving spouse becomes the sole owner of what was community property at the time of death, no matter how vested by them, is: What is the surviving spouse's **cost basis** in the property as the sole owner on the death of the spouse?

The surviving spouse who becomes the sole owner of community real estate on the death of a spouse receives a "fully" **stepped-up cost basis** to the property's *fair market value* on the date of the death which terminated the community.

Thus, the surviving spouse is entitled to a fully stepped-up basis in real estate previously owned by the community without concern for whether the **community property** was vested as community property, as joint tenants or in a revocable inter vivos trust. State law controls how marital property will be characterized for federal tax purposes. Federal law is unconcerned with "... the form in which title is taken" to community property. [IRS Revenue Ruling 87-98]

By California law, all property acquired by a husband and wife during marriage is community property, regardless of the vesting, if it is acquired, managed and operated as a community asset by the couple. [Fam C §760]

Thus, the real estate owned by a husband and wife (unless vested as tenants in common) is community property for federal income tax purposes. Accordingly, the surviving spouse on receiving the property receives a cost basis stepped-up to the property's **fair market value** on the date of death, the result of becoming the sole owner of property previously owned by the community.

Chapter

57

Preliminary title reports

This chapter addresses the use of a preliminary title report by a buyer to review the condition of title and eliminate contingency provisions, as well as by escrow to prepare closing documents.

An offer to issue title insurance

An investor enters into an agreement to purchase real estate from a financially distressed seller.

Closing of the transaction is contingent on the investor's receipt and review of a *preliminary title report (prelim)* to confirm the property is subject only to the loans and other liens disclosed by the seller. Any taxes or monetary liens of record which are not disclosed in the purchase agreement are to remain of record. However, the amount of any undisclosed lien will be deducted from the cash down payment.

Escrow is opened with instructions to order a prelim from a *title insurance company* for approval of the condition of title by the investor. To keep acquisition costs to a minimum, escrow is instructed to close without obtaining a policy of title insurance.

The prelim received by escrow indicates the title is clear of all encumbrances, except those disclosed by the seller. Believing the title condition is as represented by the seller, the investor waives the further-approval contingency regarding approval of the prelim.

Escrow closes on receiving a "date-down" on the prelim from the title company — without the issuance of a policy of title insurance.

However, the preliminary title report failed to disclose a recorded abstract of judgment against the seller which had attached to his title as a judgment lien. Later, the judgment creditor enforces the judgment lien by commencing a foreclosure on the property.

The investor clears title of the lien and makes a demand on the title company for the amount of the payoff since they prepared an erroneous prelim. The investor claims the title company is liable for his losses since it failed to disclose the judgment lien on the preliminary title report, a misrepresentation of title.

Can a buyer, escrow officer, broker or agent rely on a prelim as assurance the title condition is "as represented" in the preliminary title report?

No! A preliminary title report is not a representation of the condition of title or a policy of title insurance. Unlike an *abstract of title*, a prelim cannot be relied on by anyone.

A title insurer has no duty to accurately report title defects and encumbrances on the preliminary title report (shown as exceptions in the proposed policy). [Siegel v. Fidelity National Title Insurance Company (1996) 46 CA4th 1181]

A preliminary title report is no more than an **offer to issue** a title insurance policy based on the contents of the prelim and any modifications made by the title company before the policy is issued. [Calif. Insurance Code §12340.11]

Use of the prelim

A preliminary title report typically discloses the current vesting, as well as the general and special taxes, assessments and bonds, covenants, conditions and restrictions (CC&Rs), easements, rights of way, encumbrances, liens and any interests of others which may be reflected on the public record as affecting title, collectively called *encumbrances*.

The closing of many purchase escrows is conditioned on the buyer's approval of the prelim. The buyer, his agent and escrow review the report on its receipt for defects and encumbrances on title inconsistent with the terms for the seller's delivery of title in the purchase agreement and escrow instructions.

Buyer's agents in a sales transaction check the prelim prior to closing for title conditions. Buyers' agents are looking for title conditions which might interfere with any **intended use or change in the use of** the property contemplated by the buyer. Interferences could be in the form of unusual easements or use restrictions which obstruct the buyer's announced plans to make improvements.

Finally, escrow relies on the prelim to carry out its instructions to record grant and trust deeds, leaseholds, or options which will be insured.

Typically, escrow instructions call for closing when the deed can be recorded and insured, subject only to taxes, CC&Rs and other encumbrances specified in the instructions.

Ultimately, it is the escrow officer who, on review of the prelim, must advise the seller of any need to eliminate defects or encumbrances on title which interfere with closing as instructed.

The prelim and a last-minute date-down of title conditions are used by escrow to reveal any title problems to be eliminated before closing and, as instructed, obtain title insurance for the documents being recorded (deeds, trust deeds, etc.).

Should the date-down of the prelim reveal defects or liens not previously reported in the prelim, either by error or by later recording, the title company can **withdraw its offer** under the prelim and issue a new prelim, an offer to issue a policy on different terms.

Prelim vs. abstract of title

Title companies have long been aware of the public's reliance on the prelim. This reliance was consistently reinforced by the California courts which held title companies liable for their erroneous reports. However, legislation drafted by the title insurance industry was introduced and enacted in 1981 to eliminate liability for their preparation of faulty preliminary title reports.

Prelims were once compared to abstracts of title. An **abstract of title** is a written statement which may be relied on by those who order them as an accurate, factual representation of title to the property being acquired, encumbered or leased. [Ins C §12340.10]

An abstract of title is a **statement of facts** collected from the public records. An abstract is not an insurance policy with a dollar limit on liability set by the policy. Since the content of an abstract is intended by the insurance company to be relied upon **as fact**, the insurer is liable for all money losses of the policy holder flowing from a failure to properly prepare the abstract. [**1119 Delaware v. Continental Land Title Company** (1993) 16 CA4th 992]

In an effort to shield title companies from an *abstractor's liability* on the issuance of a defectively prepared prelim, the prelim has been legislatively redefined as being neither an abstract of title nor a representation of the condition of title. The prelim is now defined as a report furnished in connection with **an application** for title insurance. [Ins C §12340.11]

The prelim has become and is simply an **offer** by a title company to issue title insurance. The prelim is merely a statement of terms and conditions on which the title company is willing to issue a policy — subject to last minute changes prior to issuing the policy of title insurance.

Chapter 58

Title insurance

This chapter discusses title insurance and the different types of policies available.

Identifying an actual loss

A policy of title insurance is the means by which a title insurance company *indemnifies* — reimburses or holds harmless — a person who acquires an interest in real estate against a monetary loss caused by an **encumbrance on title** that:

- is not listed in the policy, which if listed is called an *exception*; and
- the insured was unaware of when the policy was issued. [Calif. Insurance Code §12340.1]

A policy of title insurance is issued on one of several forms which are the prototypes used by the entire title insurance industry in California. The policies are typically issued to **buyers** of real estate, **tenants** acquiring long-term leases and **lenders** whose loans are secured by real estate.

A title policy is a contract since it is an **indemnity agreement**. The terms of coverage in the policy set forth the extent of the title insurance company's obligation, if any, to indemnify the named insured for a *money loss* caused by an **encumbrance on title** which is not listed in the policy's exceptions. [Ins C §12340.2]

An insured lender or buyer cannot recover a **loss of profits** due to an unlisted defect in title as lost profits are not covered by title insurance. The title policy only indemnifies the insured against a **reduction in the value** of the property below the policy limits, not a reduction in future profits on either a foreclosure or resale of the property. [**Karl v. Commonwealth Land Title Insurance Company** (1993) 20 CA4th 972]

Unknown and undisclosed encumbrances

Almost all losses due to the reduction in value of real estate below the policy limits arise out of an encumbrance. An encumbrance is any condition which affects the ownership interest of the insured, whether the interest insured is a fee, leasehold, life estate or the security interest of a lender.

The word encumbrance is all encompassing. Any right or interest in real estate held by someone other than the owner which diminishes the value of the real estate is an encumbrance.

Encumbrances on title include:

- covenants restricting use;
- restrictions on use;
- reservations of a right of way;
- easements;
- encroachments;
- trust deeds or other security devices;

- pendency of condemnation; and
- leases. [Evans v. Faught (1965) 231 CA2d 698]

Use of property not covered

Physical conditions on the property itself are not encumbrances affecting title since they are uses which exist and are visible (open and notorious) on the property, such as:

- canals;
- highways;
- irrigation ditches; and
- levees.

Accordingly, title policies do not insure against observable physical conditions which exist on the property. Observable physical conditions are not encumbrances. A buyer is always presumed to have contracted to acquire property subject to physical conditions on the property which impede its use or impair its value. In the case of encumbrances, recorded or not, no such presumption exists.

A buyer under a purchase agreement contracts to acquire title from the seller free of all encumbrances except those agreed to in the purchase agreement. Even if the buyer has notice of an encumbrance affecting title and he has not agreed in the purchase agreement to take title subject to the encumbrance, the seller is liable to the buyer for its removal, extinguishment or compensation.

However, for title insurance purposes only, the buyer's knowledge of an encumbrance affecting title at the time of closing **removes the known encumbrance** from coverage. Thus, the insured buyer assumes the risk of loss due to the known encumbrance.

Lost value recovered, not lost profits

A title insurance policy is not an *abstract of title*. Thus, a policy of title insurance does not *warrant* or *guarantee* the nonexistence of title encumbrances, as does an abstract. Instead, the insured is *indemnified*, up to the policy's dollar limits, against a money loss caused by a title condition not listed as an exception or exclusion in the policy.

Under a title insurance policy, the title company only assumes (covers) the risks of a **monetary loss** caused by an encumbrance which is not listed as an exception to coverage, and was unknown to the insured buyer or lender at the time of closing. The title company has no obligation to clear title of the encumbrance.

Consider an owner who discovers the size of an easement was understated in the title policy.

Due to the actual dimensions of the easement, the owner cannot develop the property.

The owner makes a claim on the title company for the **lost value** of the property based on its potential for development as allowed by the understated easement, not for his loss of value on the price he paid for the property (which is the dollar amount of the title policy limits).

Instead, the title company only pays the owner an *inflation adjusted price* based on the price the owner paid for the property — an amount set by the policy limits and the inflation endorsement.

The owner claims the title company's *negligence* in the disclosure of the easement caused a loss in property value equal to the difference between the purchase price paid and the potential value of the property for development.

However, the title company is not liable under a policy for lost profits in the unrealized potential value of the property. It was the easement that caused the loss of profits, not the issuance of a title insurance policy. [Barthels v. Santa Barbara Title Company (1994) 28 CA4th 674]

Introduction to title policy forms

Title insurance is bought to assure real estate buyers, tenants and lenders the **interest in title** they acquire is what they bargained for from the seller, landlord or borrower. While title insurance is not a guarantee of the condition of title acquired, it does provide a **monetary recovery** up to the policy's dollar limits for the conveyance of any lesser interest due to unlisted exceptions than the interest insured.

On closing a real estate transaction, a policy of title insurance is issued on one of several forms used throughout the entire title insurance industry in California. The policies are typically issued to **buyers** of real estate, **tenants** acquiring long-term leases and **lenders** whose loans are secured by the real estate.

Two basic forms exist which are the industry prototypes for:

- insuring the condition of record title only, accomplished by the issuance of a *California Land Title Association (CLTA) policy*; and
- insuring both the record title and observable on-site activities which affect title, accomplished by the issuance of an *American Land Title Association (ALTA) policy*.

In analysis, a **policy of title insurance** is broken down into six operative sections, including:

- the risks of **loss covered**, called *insuring clauses*, which are based on the unencumbered title at the time of the insured transfer;
- the risks of **loss not covered**, comprised of encumbrances arising after the transfer or known to or brought about by the insured, called *exclusions*, which are a boilerplate set of title conditions;
- **identification** of the insured, the property, the vesting, the estate in the property, the dollar amount of the coverage, the premium paid and the policy (recording) date for the conveyance insured, called *Schedule A*;
- the **recorded interests**, i.e., any encumbrances affecting title and any observable on-site activities which are **listed as risks** agreed to and assumed by the insured and not covered by the policy, called *exceptions*, which are pre-printed for CLTA coverage and itemized for all types of coverage in *Schedule B*;
- the **procedures**, called *conditions*, for **claims made** by the named insured and for *settlement* by the insurance company on the occurrence of a loss due to any encumbrance on title which is not an exclusion or exception to the coverage granted by the insuring clauses; and
- any **endorsements** for additional coverage or removal of exclusions or pre-printed exceptions from the policy.

Insuring clauses

The coverage under the broadly worded **insuring clauses** of a policy of title insurance indemnifies the named insured for risks of loss **related to the title** due to:

- anyone making a claim against title to the real estate interest;
- the title being unmarketable for sale or as security for financing;
- any encumbrance on the title; and
- lack of recorded access to and from the described property.

Exclusions from coverage

All title insurance policies, in their **exclusions section**, excludes from coverage those losses incurred by the insured buyer, tenant or lender due to:

- **use ordinances** or (zoning) laws;
- **unrecorded claims known** to the insured, but not to the title company;
- encumbrances or adverse **claims created** or attaching **after** the date of the policy;
- claims arising out of **bankruptcy** laws or due to a **fraudulent conveyance** to the insured;
- police power and **eminent domain**; and
- **post-closing events** caused by the insured.

Schedule A data

All policies of title insurance in their Schedule A set forth:

- the property interest the insured acquired (fee simple, leasehold, life estate, security, etc.);
- the legal description of the insured property;
- the date and time the insured conveyance or lien recorded and coverage began;
- the premium paid for the policy; and
- the maximum total dollar amount to be paid for all claims settled.

Exceptions to coverage

In addition to the policy exclusions, a policy's coverage under its "no-encumbrance" insuring clause is further limited by Schedule B exceptions in the policy. The **exceptions section** contains an itemized list of recorded and unrecorded encumbrances which are known to the title company and affect the insured title. While the existence of these known encumbrances are insured against in the insuring clauses, they are removed by Schedule B as a basis for recovery under the policy.

In addition to the itemized **list of exceptions**, a CLTA policy includes a set of pre-printed exceptions setting forth risks assumed by the insured buyer, tenant or lender, which include:

- taxes, assessments, liens, covenants, conditions and restrictions (CC&Rs), or any other interests, claims or encumbrances which have not been recorded with the county recorder or tax collector on the date of closing;

- any unrecorded and observable on-site activity which includes conflicts regarding boundary lines, encroachments or any other facts which a correct survey would disclose;
- unpatented mining claims; and
- all water rights.

Claims and settlements

Lastly, a policy of title insurance includes a **conditions section** which outlines the procedures the named insured must follow when making a claim for recovery under the policy. Also set forth are the settlement negotiations or legal actions available to the title company before they must pay a claim.

Owner's policies for buyers

Several types of title coverage are available for a buyer to choose from when entering into a purchase agreement with the seller, including:

- a CLTA standard policy;
- an ALTA owner's extended coverage policy;
- an ALTA residential (ALTA-R) policy; and
- an ALTA homeowner's policy.

When making an offer, a prospective buyer is informed by his agent about the coverage each type of policy provides. The buyer's need for title coverage must be reviewed when the buyer enters into a purchase agreement since the agreement's title insurance provision calls for the buyer to designate the type of title insurance policy on closing and states who will pay its premium.

The CLTA standard policy

The CLTA standard policy is purchased solely by buyers, carryback sellers and private lenders, not institutional lenders or builders who generally need extended coverage.

The CLTA standard policy insures against all encumbrances affecting title to the property which can be discovered by a search of **public records** prior to issuance of the policy. Any encumbrance not recorded, whether or not observable by an **inspection or survey** of the property, is not covered due to the CLTA policy exclusions and standard exceptions.

Public records include those records which impart *constructive notice* of encumbrances affecting title to the property.

For example, a deed conveying a parcel of real estate which is actually **recorded and indexed** by the county recorder's office imparts constructive notice to buyers and lenders who later acquire an interest in the property. [Calif. Civil Code §1213]

Also, the CLTA standard policy (as well as the ALTA policy) protects the buyer against:

- the unmarketability of title or the inability to use it as security for financing;
- lack of ingress and egress rights to the property; and
- losses due to the ownership being vested in someone other than the buyer.

All title insurance policies provide coverage forever after the date and time the policy is issued, limited in recovery to the dollar amount of the policy, which is generally adjusted for inflation. Coverage is further limited by the **exclusions, exceptions and conditions on claims**.

The CLTA standard policy (as well as the ALTA policy) contains Schedule A *exclusions to coverage* which bar recovery by the buyer or joint protection carryback seller for losses due to:

- zoning laws, ordinances or regulations restricting or regulating the **occupancy, use or enjoyment** of the land;
- the character, dimensions or location of any **improvement erected** on the property;
- a **change in ownership** or a parcelling or combining of the described property by the insured buyer;
- **police power**, eminent domain or violations of environmental protection laws, unless a notice or encumbrance resulting from the violation was recorded with the county recorder before closing;
- encumbrances **known** to the insured buyer or lender which are not recorded or disclosed to the title company;
- encumbrances which do not result in a **monetary loss**;
- encumbrances which are created or become encumbrances **after issuance** of the policy;
- encumbrances resulting from the buyer's payment of **insufficient consideration** for the property or delivery of improper security to the lender also insured under the policy; and
- the unenforceability of the insured trust deed lien due to the lender's **failure to comply** with laws regarding usury, consumer credit protection, truth-in-lending, bankruptcy and insolvency.

The CLTA standard policy contains **pre-printed exceptions** listed in the policy as Schedule B, also called *standard exceptions* or *regional exceptions*. It is the inclusion of these pre-printed boilerplate exceptions which makes the CLTA policy a standard policy. An ALTA owner's policy does not contain pre-printed exceptions, only the typewritten exceptions listing the encumbrances which are known to the title company and affect title to the property.

The **pre-printed standard exceptions** in Schedule B of the CLTA standard policy eliminate coverage for losses incurred by the buyer due to:

- taxes or assessments not shown as existing liens in the records of the county recorder, the county tax collector or any other agency which levies taxes on real property;
- unrecorded rights held by others which the buyer could have discovered by an inspection of the property or inquiry of persons in possession;
- easements or encumbrances which are not recorded and indexed by the county recorder;
- unrecorded encroachments or boundary line disputes which would have been disclosed by a survey; and
- recorded or unrecorded, unpatented mining claims or water rights.

A lower premium is charged to issue a CLTA policy since the title company undertakes a lower level of risk for indemnified losses due to the CLTA pre-printed exceptions as compared to the extended risks covered by the more expensive ALTA owner's policy.

The ALTA owner's policy

Most policies issued today are of the ALTA variety. The CLTA policy format with pre-printed standard exceptions does not provide protection for **unrecorded encumbrances or claims** to title.

The ALTA owner's policy provides greater coverage (and premiums) than the CLTA policy since the exceptions in Schedule B do not include the pre-printed standard exceptions. If the pre-printed exceptions are included in Schedule B and attached to the ALTA policy, the policy becomes an ALTA standard policy, comparable in cost and coverage to the CLTA standard policy since unrecorded encumbrances will not be covered.

The ALTA owner's policy covers **off-record matters** not covered under the CLTA standard policy. As a result, the title company may require the parcel to be surveyed, and those in possession to be interviewed or estopped, before the title company will issue an ALTA policy. Unrecorded interests in title are most often observable by an on-site inspection of the property.

Typewritten exceptions for existing encroachments or boundary conflicts are occasionally added to the ALTA policy (Schedule B) based on the survey.

The ALTA residential policy

For buyers of parcels containing one-to-four residential units, an ALTA residential (ALTA-R) policy is available in lieu of the ALTA owner's or homeowner's policies. Parcels insured include lots and units in common interest developments (CIDs), such as condominiums.

The ALTA-R is referred to by the title companies as the "plain language" policy. The ALTA-R is written using wording which avoids legalese. The policy is structured and written to be easily read and understood by the buyer. The ALTA-R form policy contains a **table of contents** and an **owner's information sheet** which outlines the policy's features.

The coverage, exclusions and exceptions in the ALTA-R policy are similar to the ALTA owner's policy. In addition, the ALTA-R policy covers losses due to:

- mechanic's liens incurred by someone other than the buyer; and
- the inability of the buyer to occupy the property should the single family residence violate the CC&Rs listed in the Schedule B exceptions in the policy or existing zoning.

The premium for an ALTA-R form policy is priced lower than the premium for an ALTA owner's policy since the policy is usually issued only on parcels in an existing subdivision or CID which has no known problems with easements, encroachments or access.

The ALTA homeowner's policy

A homeowner's policy now exists to provide **more coverage** than the ALTA owner's or the ALTA-R policies. In addition to the risks covered by the ALTA owner's and ALTA-R policies, the homeowner's policy covers several risks to ownership which could arise **after closing**, including:

- the **forging** of the buyer's signature on a deed in an attempt to sell or encumber the buyer's property;
- the construction on an adjoining parcel of a structure which **encroaches** onto the buyer's property, excluding a boundary wall or fence;

- the recording of a document which prevents the buyer from obtaining a secured loan or selling the property;
- claims of **adverse possession** or **easement by prescription** against the buyer's property; and
- claims by others of a right in the buyer's property arising out of a lease, contract or option **unrecorded and unknown** to the buyer at the time of closing.

The ALTA homeowner's policy also covers losses arising out of a lack of vehicular and pedestrian access to and from the property. Other owner's policies only cover losses resulting from the lack of a legal right to access, not a practical means of access which is covered by the ALTA homeowner's policy.

Also covered by the ALTA homeowner's policy are losses incurred due to many other risks which may exist at the time of closing, including:

- the correction of any pre-existing violation of a CC&R;
- the inability to obtain a building permit or to sell, lease or use the property as security for a loan due to a pre-existing violation of a subdivision law or regulation;
- the removal or remedy of any existing structure on the property if it was built without obtaining a building permit, excluding a boundary wall or fence;
- damage to existing structures due to the exercise of a right to maintain or use an easement;
- damage to improvements due to mineral or water extraction;
- the enforcement of a discriminatory CC&R;
- the assessment of a supplemental real estate tax due to construction or a change of ownership or use occurring before closing;
- an incorrect property address stated in the policy; and
- the map attached to the policy showing the incorrect location of the property.

Binders when contemplating a resale

An investor who buys property and plans on reselling the property within two years after his purchase should be advised by the buyer's agent to consider a binder, also called a *commitment to issue*.

A binder entitles the buyer to title insurance coverage until the buyer requests a policy be issued to a new buyer on resale of the property or to a new lender on a refinance, such as occurs when a relocation agent (broker) temporarily takes title to a residence before it is resold to the ultimate buyer.

With a binder, the resale policy will be at no further charge, except for additional liability coverage requested for any increase in the resale price.

Lender's policies

The CLTA and ALTA form title policies available to insure the priority of the lien a lender holds to secure their loan, include:

- a CLTA standard joint protection (JP) policy; and
- an ALTA loan policy.

The CLTA standard JP policy

A lender or a seller who carries back a note and trust deed for part of the sales price has options when calling for title insurance.

The lender or carryback seller can either:

- be named as an additional insured on a CLTA standard JP title insurance policy with the buyer; or
- request a separate ALTA loan policy as a sole named insured.

The JP policy enables one or more individuals or entities to be named as insured.

However, the JP policy is only available under a CLTA standard policy. If either the buyer or the lender in a cash-to-new-loan transaction requests ALTA coverage, a separate ALTA loan policy will be issued to each at approximately double the cost.

The ALTA lender's policy

An institutional lender will usually require its trust deed lien on a parcel of real estate to be insured under an ALTA loan policy as a condition for making a loan secured by real estate.

The ALTA loan policy insures against money losses incurred by lenders and carryback sellers due to the loss of priority of the insured trust deed lien, unless listed in the exceptions, to encumbrances such as:

- a mechanic's lien, if the work was commenced prior to recording the trust deed (which is the same date and time as the date of the policy) and the trust deed did not secure a loan to pay for the construction;
- a mechanic's lien arising out of work financed by proceeds from the construction loan secured by the insured trust deed, if no part of the construction work was commenced before the trust deed was recorded; and
- assessments (Mello-Roos) for street improvements under construction or completed prior to recording the trust deed.

The ALTA loan policy comes at a higher (and separate) premium than the CLTA standard JP policy due to the extended mechanic's lien and assessment coverage. The buyer who borrows to finance his purchase usually pays the premium for the lender's policy.

Endorsements

Endorsements of great variety can be added to the form policies to provide coverage for title conditions and use or economic conditions not covered by the proto-typical policies. Endorsements are usually issued only to lenders, though modified endorsements can be used in owner's policies as well, particularly for developers and builders.

Endorsements cover losses incurred due to violations of CC&Rs, damage from extraction of water or minerals, mechanic's liens, encroachments (conditions covered in an ALTA-R policy) and the effects of inflation. Endorsements are also issued to remove an exclusion or exception which is an unwanted boilerplate provision in a policy.

Chapter 59

Going to escrow

This chapter explores the use of checklists and pre-printed instructions by agents to better prepare for opening escrow.

The process of closing a purchase agreement

Escrow is a process employed to **facilitate the closing** of a real estate transaction entered into between two parties, such as a buyer and a seller, who have agreed to the transfer of real estate, typically under a primary agreement, e.g., a purchase agreement. An **escrow consists of**:

- *one person*, such as a seller of real estate, who delivers written instruments or money to an escrow company for the purpose of the person fully performing his **obligations owed another person** under an agreement previously entered into for the sale, encumbrancing or leasing of real estate; and
- *the escrow company*, who **delivers** the written instruments and money **to the other person**, such as the buyer, on the occurrence of a specified event or the performance of prescribed conditions, such as the issuance of title insurance. [Calif. Financial Code §17003(a)]

For an individual to engage in the business of acting as an **escrow agent**, he must himself be licensed and employed by a corporation also licensed by the California Commissioner of Corporations, unless exempt.

Individuals exempt from the escrow licensing requirements include:

- a *licensed real estate broker*, either individual or corporate, who represents a party to a transaction in which the broker will perform escrow services;
- a *licensed attorney* who is not actively engaged in conducting (holding himself out as) an escrow agency;
- a *bank*, trust company, savings and loan association (thrift) or insurance company; and
- a *title insurance company* whose principal business is preparing abstracts or making searches of title used for issuing title insurance policies.

Duties of an escrow officer include:

- receiving funds and collecting necessary documents, such as appraisals, disclosure statements and title reports called for in escrow instructions;
- preparing documents necessary for conveyancing, encumbrancing and evidencing the creation of debts required for escrow to close;
- calculating prorations and adjustments; and

- disbursing funds and transferring documents when all conditions for their release have been met.

Opening escrow

Consider a buyer and seller who enter into a purchase agreement for the sale of the seller's one-to-four unit residence. As agreed, escrow now needs to be opened to handle the closing of the transaction.

In modern real estate practice, **opening escrow** simply means establishing a depository for the deed, the money and other items, called *instruments*, with accompanying instructions signed by all necessary parties authorizing escrow to transfer or hand those items to the parties or others on closing.

Before accepting any instruments as an escrow holder for a transaction, the escrow officer will need to be informed, i.e., *dictated instructions*, by an agent of one of the parties regarding precisely when and under what circumstances the documents and monies deposited with escrow are to change hands. The escrow officer notes all the tasks to be undertaken to manage and close escrow by preparing a "take sheet" before drafting escrow instructions.

Any number of details (preparation, receipt and transfer of monies and documents) must be attended to by the escrow holder before the transaction can be completed, called a *closing or settlement*.

As a checklist for "going to escrow," a worksheet helps the sale agent to organize the collection of facts and supporting papers the escrow officer will need to immediately draw instructions and be able to clear the conditions and close escrow. [See Form 403 accompanying this chapter]

The documents work together

Modern real estate sales transactions depend on both the purchase agreement and the escrow instructions working in tandem to close a transaction.

Both the purchase agreement and the escrow instructions are *contracts* regarding interests in real estate. To be enforceable under the Statute of Frauds, both documents must be **in writing**. [Calif. Civil Code §1624; Calif. Code of Civil Procedure §1971]

A **purchase agreement** sets forth the sales price and terms of payment, together with conditions to be met before closing.

Escrow instructions constitute an additional agreement between the buyer and seller which is entered into with an escrow company, but it **does not replace the purchase agreement**. Escrow instructions are merely directives which an escrow agrees to comply with to carry out the terms of the purchase agreement by coordinating a closing on behalf of both the buyer and the seller. [See Figure 1]

However, escrow instructions occasionally add exactness and completeness, providing the enforceability sometimes lacking in purchase agreements as prepared by brokers or their agents.

The purchase agreement is the primary underlying document in a real estate sales transaction and is considered the original contract. All further agreements, including the escrow instructions, must comply with the primary document, unless **intended to modify** the original agreement.

The agents negotiating a transaction, and their brokers, are responsible for ensuring the escrow instructions, whether prepared or dictated by themselves or others, **conform to the purchase agreement**.

To provide for a smoother, timely closing, the agent dictating instructions needs to collect and hand escrow, at his earliest opportunity, all of the information the escrow officer needs to prepare the instructions and documents. The agent should use a **checklist** to mark off the items and information escrow might need in order to process the transaction.

The escrow officer will prepare the instructions from information provided by the agent. Thus, the agent **dictates the instructions**.

Of note, an escrow officer does not have an obligation to notify the parties of any suspicious fact or circumstance detected by the officer before close of escrow, unless the **fact affects closing**. However, as is the policy of many an escrow officer selected by the agent to handle the closing, the officer will alert the agent to potential problems that lie outside the escrow instructions which have been brought to the attention or been observed by the officer. [Lee v. **Title Insurance and Trust Company** (1968) 264 CA2d 160]

To avoid confusion when dictating instructions, the broker must consider the type of transaction (sale, loan, exchange or lease) which is being escrowed, scheduled dates for the elimination of any contingencies the escrow officer must act upon and the final date scheduled for close of escrow.

If the escrow instructions drafted and signed are vague or incomplete on any point, the underlying purchase agreement must be analyzed by the agents and the parties before dictating amended instructions. The **terms of the purchase agreement supersede** any inconsistencies between the purchase agreement and the escrow instructions not intended to be a modification of the original purchase agreement.

If the point in dispute is not addressed in the purchase agreement, then it is not part of the contract and must, if agreeable, be added to the escrow instructions by amendment.

Naturally, amended instructions adding terms which are modifications of the purchase agreement should note they modify the purchase agreement.

Escrow instructions which **modify** the intentions stated or implied in the purchase agreement must be **written, signed and returned** to escrow by both parties. Proposed modifications signed by some but not all parties are **not binding on a party** who has not agreed to the modifications.

Before closing escrow, an agent may discover an aspect of the escrow instructions which is in conflict with the intentions expressed in the purchase agreement or the expectations of the buyer or seller. The agent on making the discovery is duty-bound to immediately bring these discrepancies to the attention of the escrow officer and his client.

On notification of an error in instructions or a need for clarification, the escrow officer must hold up the close of escrow until the discrepancy is clarified and corrective escrow instructions have been prepared, signed by the buyer and seller, and returned to escrow. [Diaz v. **United California Bank** (1977) 71 CA3d 161]

Required escrow disclosures

All written escrow instructions signed by a buyer or seller **must contain a statement**, in not less than 10-point type, which includes the licensee's name and the name of the department issuing the license or granting the authority under which the person conducting the escrow is operating.

Figure 1

SALES ESCROW WORKSHEET For Use on Seller-OccUPIed SFR Properties																													
<p>Prepared by: Agent _____ Phone _____ Broker _____ Email _____</p> <p>DATE: _____, 20_____, at _____, California.</p> <p>BY:</p> <p>1. PARTIES, PROPERTY AND PRICE:</p> <p>1.1 Date escrow to close _____ 1.2 Property address _____ Parcel number _____ City _____ County _____, California.</p> <p>1.3 Price \$ _____ Down payment \$ _____ Initial deposit into escrow \$ _____ Loan amount on closing \$ _____</p> <p>1.4 Seller's name _____ Address _____ Phone _____ Fax _____ Email _____ Seller's Broker _____</p> <p>1.5 Buyer's Name _____ Address _____ Phone _____ Fax _____ Email _____ Buyer's Broker _____</p> <p>2. LIENS OF RECORD:</p> <table border="0"> <thead> <tr> <th></th> <th>First Trust Deed</th> <th>Second Trust Deed</th> </tr> </thead> <tbody> <tr> <td>Original amount</td> <td>\$ _____</td> <td>\$ _____</td> </tr> <tr> <td>Current balance</td> <td>\$ _____</td> <td>\$ _____</td> </tr> <tr> <td>Interest rate</td> <td>_____ % <input type="checkbox"/> ARM</td> <td>_____ % <input type="checkbox"/> ARM</td> </tr> <tr> <td>Monthly payments</td> <td>\$ _____</td> <td>\$ _____</td> </tr> <tr> <td>Due date</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Assumed or reconveyed</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Loan number</td> <td>_____</td> <td>_____</td> </tr> <tr> <td>Lender(s) name and address(es)</td> <td colspan="2">_____</td> </tr> </tbody> </table> <p>2.1 Bond or assessment lien balance of \$ _____, payable \$ _____ annually, including interest at the rate of _____%. District Name _____ Address _____ Phone _____ Fax _____ Email _____</p> <p>2.2 New Trust Deed loan in amount of \$ _____, payable approximately \$ _____ monthly, including interest at the annual rate of _____% <input type="checkbox"/> fixed; <input type="checkbox"/> ARM. Loan charges to be paid by _____</p>				First Trust Deed	Second Trust Deed	Original amount	\$ _____	\$ _____	Current balance	\$ _____	\$ _____	Interest rate	_____ % <input type="checkbox"/> ARM	_____ % <input type="checkbox"/> ARM	Monthly payments	\$ _____	\$ _____	Due date	_____	_____	Assumed or reconveyed	_____	_____	Loan number	_____	_____	Lender(s) name and address(es)	_____	
	First Trust Deed	Second Trust Deed																											
Original amount	\$ _____	\$ _____																											
Current balance	\$ _____	\$ _____																											
Interest rate	_____ % <input type="checkbox"/> ARM	_____ % <input type="checkbox"/> ARM																											
Monthly payments	\$ _____	\$ _____																											
Due date	_____	_____																											
Assumed or reconveyed	_____	_____																											
Loan number	_____	_____																											
Lender(s) name and address(es)	_____																												
----- PAGE ONE OF FOUR — FORM 403 -----																													
----- PAGE TWO OF THREE — FORM 403 -----																													
<p>2.3 Seller Carryback Note and Trust Deed \$ _____ payable \$ _____ monthly, or more, including annual interest of _____%, all due _____ years from close. First payment due _____, 20_____. <input type="checkbox"/> Contract collection clause [See ft Form 442 §3] <input type="checkbox"/> 90-day balloon payment notice provision (mandatory on one-to-four residential units) [See ft Form 418-3] <input type="checkbox"/> Late charge of \$ _____ after _____ days [See ft Form 418-1] <input type="checkbox"/> Prepayment penalty [See ft Form 418-2] <input type="checkbox"/> Due-on-sale clause <input type="checkbox"/> All-inclusive Note and Trust Deed addendum [See ft Form 442 or 443] <input type="checkbox"/> Tax reporting service charge to be paid by _____ <input type="checkbox"/> Request for Notice of Default/Delinquency on senior Trust Deed [See ft Form 412]</p> <p>3. DISCLOSURES CHECKED ARE YET TO BE MADE TO BUYERS:</p> <p>3.1 Lead-based paint disclosure for pre-1978 residences — right to inspect/waiver. [See ft Form 313] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance <input type="checkbox"/> Buyer's Broker acknowledgement <input type="checkbox"/> Listing Broker acknowledgement</p> <p>3.2 Condition of Property — Transfer Disclosure Statement (TDS). [See ft Form 304] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance <input type="checkbox"/> Buyer's Broker visual inspection <input type="checkbox"/> Listing Broker visual inspection</p> <p>a. Environmental Hazards Guide for Homeowners and Buyers. <input type="checkbox"/> Buyer's receipt</p> <p>b. Home Energy/Rating Information Booklet. <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance report <input type="checkbox"/> Buyer's Broker acknowledgement <input type="checkbox"/> Listing Broker acknowledgement</p> <p>3.3 Natural Hazard Disclosure Statement — three-day right to cancel. [See ft Form 314] <input type="checkbox"/> Buyer's Receipt <input type="checkbox"/> Seller's compliance <input type="checkbox"/> Listing Broker acknowledgement a. Homeowner's Guide to Earthquake Safety (pre-1960 housing, woodframe, no slab). [See ft Forms 315 and 316] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance b. Commercial Guide to Earthquake Safety for pre-1975 housing (unreinforced masonry, woodframe roof or floors). <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance <input type="checkbox"/> Buyer's Broker acknowledgement <input type="checkbox"/> Listing Broker acknowledgement</p> <p>3.4 Mello-Roos bond conditions — Notice of Special Tax [District _____]. <input type="checkbox"/> Buyer's receipt</p> <p>3.5 Seller's Neighborhood Security Disclosure. [See ft Form 321] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance</p> <p>3.6 Certificates for <input type="checkbox"/> Well Water <input type="checkbox"/> Septic System <input type="checkbox"/> Buyer's approval <input type="checkbox"/> Seller's compliance</p> <p>3.7 Tax withholding disclosures. [See ft Forms 301 and 301-1] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance <input type="checkbox"/> Seller's compliance <input type="checkbox"/> State <input type="checkbox"/> Federal <input type="checkbox"/> Escrow's Receipt</p> <p>3.8 Homeowners' association (HOA) documentation: articles, by-laws, CC&Rs, current and approved/additional assessments and unpaid assessments, fines, charges on Seller, unenforceable age restrictions, notice of Owner's violation, list and status of property defects, operating budget, operating rules, CPA's financial statements, insurance policy summary, notice of litigation, and collection and lien enforcement policies. <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's compliance</p> <p>3.9 Financial Disclosure Statement — For Entering into a Seller Carryback Note. [See ft Form 300] <input type="checkbox"/> Buyer's receipt <input type="checkbox"/> Seller's receipt <input type="checkbox"/> Buyer's Broker acknowledgement <input type="checkbox"/> Listing Broker acknowledgement</p> <p>3.10 Estimated closing statement — approved prior to closing. [See ft Form 402] <input type="checkbox"/> Buyer's approval <input type="checkbox"/> Seller's approval</p>																													
----- PAGE TWO OF FOUR — FORM 403 -----																													

Figure 1, Continued

----- PAGE THREE OF FOUR — FORM 403 -----

3.11 Ordinance Compliance — Local Option Disclosure: city occupancy report, water conservation, retrofit.
[See ft Form 307]
 Buyer's receipt Seller's compliance
 Buyer's Broker acknowledgment Listing Broker acknowledgement

3.12 Property operating data. [See ft Form 352]
 Buyer's receipt Seller's compliance

4. SELLER COMPLIANCE:

4.1 Termite report and clearance
4.2 Water heater strapping/bracing installed
4.3 Smoke detector installed/operative
4.4 Home warranty policy
insurer _____
coverage _____

4.5 Payoff demand
4.6 Beneficiary Statement approval by Buyer [See ft Form 429]
4.7 Bill of sale on personal property sold [See ft Form 434]
4.8 Holdover Occupancy Agreement [See ft Form 272]
 Buyer's receipt Seller's receipt
4.9 Release of Recorded Instrument [See ft Form 409]
4.10

5. BUYER COMPLIANCE:

5.1 Preliminary title report approval Buyer's receipt
5.2 New financing approval.
 Buyer's receipt Seller's receipt

5.3 Interim Occupancy Agreement (pre-closing occupancy). [See ft Form 271]
 Buyer's compliance Seller's compliance

5.4 Submission of credit application for carryback note. [See ft Form 302]
 Seller approval Buyer's compliance

5.5 Beneficiary statement on loan takeover or assumption
 Buyer's approval

5.6 Fire/hazard insurance agent
 Carryback Seller as loss payee

5.7 Appraisal of property's fair market value
 Buyer's approval

5.8 Home inspector's report [See ft Form 269]
 Buyer's approval

5.9 Final pre-closing walk-through inspection [See ft Form 270]
 Buyer's approval Seller's compliance

5.10

6. PRO RATES, ADJUSTMENTS AND MISC. INSTRUCTIONS:

6.1 Impound account on loan takeover to be:
 Charged to Buyer and credited to Seller.
 Transferred without adjustments.

6.2 Pro rates and credits from date of closing, or other date _____:
 Property taxes and Mello-Roos type bonds Rents/Security deposits
 Balance/Interest on loan takeover Association assessments

6.3

----- PAGE FOUR OF FOUR — FORM 403 -----

7. TITLE POLICY:

7.1 Seller's vesting _____

7.2 Buyer's vesting _____

Taking title as:
 Joint tenants Community property with right of survivorship
 Separate property Community property Tenants in common
 An individual An unmarried person

7.3 Title company _____

7.4 Title policy _____

ALTA CLTA Abstract
 ALTA-R Homeowners(s) (one-to-four units) Binder
 Joint protection Lenders Owners (other than on-to-four units)

Premium to be paid by _____

7.5 Other title conditions _____

8. BROKERAGE FEES: in mutual instructions in supplemental Seller instructions
\$ _____ to _____ paid by _____
\$ _____ to _____ paid by _____

Agent: _____ DRE #: _____ Date: _____, 20_____
FORM 403 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

In addition, all escrow transactions for the purchase of real estate where a **policy of title insurance will not be issued** to the buyer must include an **advisory notice** prepared in a separate document and signed by the buyer. The notice must state:

“IMPORTANT: IN A PURCHASE OR EXCHANGE OR REAL PROPERTY, IT MAY BE ADVISABLE TO OBTAIN TITLE INSURANCE IN CONNECTION WITH THE CLOSE OF ESCROW SINCE THERE MAY BE PRIOR RECORDED LIENS AND ENCUMBRANCES WHICH AFFECT YOUR INTEREST IN THE PROPERTY BEING ACQUIRED. A NEW POLICY OF TITLE INSURANCE SHOULD BE OBTAINED IN ORDER TO ENSURE YOUR INTEREST IN THE PROPERTY THAT YOU ARE ACQUIRING.” [CC §1057.6; see **first tuesday** Form 401-1]

Finally, escrow has a duty to advise the buyer in writing of the Franchise Tax Board requirements for withholding 3 1/3% of the price paid the seller, unless the seller certifies he is exempt from state income tax withholding. [Calif. Revenue and Taxation Code §18662(e)(3)(B)]

Use of the escrow worksheet

In practice, the sales escrow worksheet, **first tuesday** Form 403, is used as a checklist to assist agents in gathering the information and documents needed to dictate instructions to the escrow officer. It is used again to check the completed instructions for compliance with the terms of the purchase agreement. Thus, the agent who dictates the instructions keeps control of the events which must take place to close the transaction.

As with all checklists, the sales escrow worksheet is designed to address activities which are to be considered, but may or may not be applicable to the transaction at hand. Since it is a checklist, the form is not to be used to create an agreement between the buyer and seller. Also, the worksheet serves as the agent's personal control sheet (or that of his transaction coordinator) and is to be maintained in the client's file to act as a reminder of those activities yet to be completed to close the transaction.

Preparing the sales escrow worksheet

The following instructions are for the preparation and use of the sales escrow worksheet, **first tuesday** Form 403. Form 403 is for an agent to make entries and notations in preparation for dictating escrow instructions to close a sale he has negotiated.

Each instruction corresponds to the provision in the form bearing the same number.

Document identification:

Enter the date, name of the city where the worksheet is prepared, and name of the preparer.

1. **Parties, property and price:**

- 1.1 **Enter** the date escrow is scheduled to close.
- 1.2 **Enter** the address, assessor's parcel number (APN) and location of the property sold.
- 1.3 **Enter** the sales price, down payment, any deposits toward the price/closing costs and the amount of the loan to be assumed or originated by the buyer for the balance of the purchase price.

- 1.4 **Enter** the name, address, telephone and fax numbers, and email address for each seller. **Enter** the name of any broker representing the seller.
- 1.5 **Enter** the name, address, telephone and fax numbers, and email address for each buyer. **Enter** the name of any broker representing the buyer.
2. **Liens record:** **Enter** the loan amount and terms for payment of each existing loan if the loan will remain of record. **Enter** the words “paid off” or “assumed” to note whether an existing trust deed loan is to be reconveyed or is to remain of record. **Enter** the lender’s name, address and loan number.
 - 2.1 *Bonded indebtedness:* **Enter** the remaining balance, the payment schedule and interest rate on any bonded improvement liens, such as Mello-Roos bonds. **Enter** the district name, address, phone and fax numbers, and email address.
 - 2.2 *New loan:* **Enter** the amount, the limitations on the terms of any new loan to be recorded by the buyer and who is to bear the loan charges. **Check** the appropriate box to indicate whether the loan rate is fixed or adjustable.
 - 2.3 *Seller carryback:* **Enter** the amount of the principal, payment, interest, due date and the first payment date for any carryback note to be executed by the buyer. **Check** the applicable boxes for special provisions to be included in the note or trust deed. **Check** whether a tax reporting service or request for Notice of Default/Delinquency has been agreed to.
3. **Disclosures to buyers:** **Check** the appropriate box(es) to indicate the items listed in Section 3 which have yet to be prepared, reviewed or received by a principal or a broker.
 - 3.1 *Lead-based paint:* If the residence was constructed before 1978, **check** the box(es) indicating the principals and agents who have not yet prepared, reviewed or received the disclosure. [See Form 313 accompanying Chapter 31]

Editor's note — If the buyer does not receive the disclosure before his offer is submitted, he may cancel and renegotiate the purchase agreement. [40 Code of Federal Regulations §745.107]
 - 3.2 *Condition of Property (TDS):* If this disclosure has not yet been given to the buyer, **check** the box(es) indicating the principals or agents who have not yet prepared, reviewed or received the disclosure. [See **first tuesday** Form 304]

Editor's note — If the buyer does not receive this disclosure before his offer is accepted, he may cancel the purchase agreement at any time prior to three days after delivery in person of the disclosure or five days after delivery by deposit in the mail. [CC §1102.3]

 - a. *Environmental Hazards Booklet:* If this booklet has not yet been given to the buyer, **check** the box calling for the buyer’s receipt.

Editor's note — The seller and listing agent must disclose in the Condition of Property Statement any environmental hazards known to them to exist on the property. However, delivery of the booklet eliminates any affirmative duty of the seller or listing agent, but not the buyer's agent, to give additional information on environmental hazards. [CC §2079.7]

- b. *Home Energy Booklet:* If this booklet has not yet been given to the buyer, **check** the box(es) indicating the principals who have not yet prepared, reviewed or received the disclosure.

Editor's note — The seller and agents must disclose in the Condition of Property Statement any home energy programs known to them which might affect the property. However, delivery of the booklet to the buyer eliminates any affirmative duty of the seller or agents to give additional energy rating information. [CC §2079.10]

- 3.3 *Natural Hazard Disclosure Statement:* If this disclosure has not yet been given to the buyer, **check** the box(es) indicating the principals or agents who have not yet prepared, reviewed or received the disclosure.

Editor's note — If the buyer does not receive this disclosure before his offer is submitted, he may cancel the purchase agreement at any time prior to three days after delivery in person of the disclosure or five days after delivery by deposit in the mail. [CC §1103.3(c)]

- a. *Homeowner's Earthquake Safety Guide:* If the guide has not been given to the buyer, **check** the box(es) indicating the principals or agent who have not yet prepared, reviewed or received the disclosure.

Editor's note — The seller and agent must disclose in the Natural Hazard Disclosure Statement any earthquake hazards known to them which affect the property. Delivery of the guide to the buyer eliminates any duty of the seller or listing agent, but not of the buyer's agent, to provide additional earthquake information. [CC §2079.8]

- b. *Commercial Earthquake Safety Guide:* If this guide has not been given to the buyer on the purchase of an unreinforced masonry residence consisting of a woodframe roof or floors, **check** the box(es) indicating the principals or agents who have not yet prepared, reviewed or received the guide.

Editor's note — The seller and listing agent must disclose in the Natural Hazard Disclosure Statement any earthquake hazards known to them which might affect the (masonry) property. Delivery of the guide eliminates any duty of the seller or listing agent to provide additional earthquake information. [CC §2079.9]

- 3.4 *Mello-Roos bond:* If the property is subject to a Mello-Roos bonded assessment lien and the buyer has not been given a Notice of Special Taxes issued by the assessment district, **enter** the name of the district and **check** the box calling for the buyer's receipt of the notice.

Editor's note — The seller and listing agent must disclose in the purchase agreement, as the assumption of bonded indebtedness (or tax obligations), any Mello-Roos liens known to them.

- 3.5 *Criminal activity:* If this disclosure has not yet been given to the buyer, **check** the box(es) indicating the principals or agents who have not yet prepared, reviewed or received the disclosure.

- 3.6 *Certificates for well water and septic systems:* If these disclosures have not yet been given to the buyer, **check** the box(es) indicating which disclosure has not been given and the principals or agents who have not yet prepared, reviewed or received the disclosure.

- 3.7 *Tax withholding disclosure:* If the buyer and seller have not given each other their federal residency declarations for the seller's exemption, and the buyer has not been given the seller's Federal Tax Board's (FTB's) real estate withholding certificate exempting the buyer from tax

withholding (from the seller's funds through escrow), **check** the box(es) indicating the principals who have not yet prepared or received the declarations and certificates, and the documents not received. [Internal Revenue Code §1445; Rev & T C §18662]

- 3.8 *Homeowners' association (HOA) documentation:* If a common interest development (CID) or condominium is being acquired and the buyer has not been given copies of all the mandated disclosures, statements and documents, **check** the box(es) indicating the principals who have not yet prepared, delivered or received the documents and **circle** the items not yet delivered. [CC §1368]
 - 3.9 *Seller carryback financing:* If the buyer or seller have not been given a carryback disclosure statement prepared by the agent who obtained the buyer's offer, **check** the box(es) indicating the principals and agents who have not yet prepared, reviewed or received the agent's disclosures. [CC §2956]
 - 3.10 *Estimated closing statement:* If the buyer or seller wants to or should review an estimate of the closing debits and credits prior to closing to confirm their financial expectations on the purchase agreement, **check** the box(es) indicating the principals who have to approve the statement prior to closing.
 - 3.11 *Local option disclosures:* If local ordinances or conditions surrounding the property require additional information to be provided to the buyer by the seller or the agents, and the disclosures have not been made, **check** the box(es) indicating the principals and agents who have not yet prepared, reviewed or received the disclosures. [See **first tuesday** Form 307]
 - 3.12 *Property operating data:* If the seller is to disclose the operating costs incurred in the ownership of the property, **check** the box(es) indicating the principals who have not yet prepared or received the disclosure.
4. **Seller compliance:** This section lists the conditions to be satisfied, approved or waived by the seller prior to closing. **Check** the box(es) indicating each activity to be performed by the seller before escrow can close.

Editor's note — The seller is required to install or make operable smoke detectors on the sale of the property. [Calif. Health and Safety Code §13113.8]

Also, the water heater must be strapped, braced or anchored on the sale of the property. [Health & S C §19211]

5. **Buyer compliance:** This section lists the conditions to be performed, approved or waived by the buyer prior to closing. **Check** the box(es) indicating each activity the buyer must perform or approve before escrow can close.
6. **Prorates and adjustments:** This section **accounts** for the debits and credits called for in the purchase agreement to be made by escrow on closing.
 - 6.1 *Impound account:* If the existing loan on the property is being assumed by the buyer or taken over "subject to," **check** the box which conforms to the purchase agreement.
 - 6.2 *Prorates:* **Check** the box to indicate the date for making miscellaneous prorates and adjustments — usually the date scheduled for "close of escrow", but if not, **enter** a date — and **check** the box(es) indicating each item to be accounted for by escrow.

- 6.3 *Other:* **Check** the box and enter any additional pro rates, adjustments or miscellaneous instructions to be included.
7. **Title policy information:** This section **addresses** the vestings and title policy on the transfer of the property.
- 7.1 *Seller's vesting:* **Enter** the current vesting for the seller. Alternatively, provide escrow with a copy of the recorded conveyance transferring title to the seller. The deed is part of a "title profile" report prepared by a title company without charge.
- 7.2 *Buyer's vesting:* **Enter** the name(s) of the buyer(s) as they are to appear of record on acquisition. **Check** the box to indicate the type of vesting.
- Editor's note — The purchase agreement allows the buyer to assign the purchase rights to a substitute buyer, in which case the name and vesting should reflect the assignee's preferences.*
- 7.3 *Title company:* **Enter** the name of the title company who is to insure the conveyance.
- 7.4 *Title policy:* **Check** the box(es) to indicate the type of policy to be issued to the buyer, carry-back seller or new lender, and **enter** who is to pay the premium.
8. **Brokerage fee:** **Check** the box to indicate whether the disbursement provisions for the brokerage fees are to be located in the mutual instructions signed by all principals or in a supplemental instruction signed only by the principal who is paying the fees. **Enter** the amount of the fee paid to each broker involved, and who is to pay the fee.

Preparer:

Enter the name of the agent who prepared this worksheet and date it.

Use of the escrow instructions

The sales escrow instructions, **first tuesday** Form 401, contains all the typical provisions expected in a **set of instructions** prepared by an independent escrow company for a sales transaction.

The instructions may be used as an **addendum** to the purchase agreement for the sales transaction. Both the escrow instructions and the purchase agreement are to be prepared by the agent and signed by each party at the same time. Thus, the need to dictate instructions to the escrow officer and wait for it to be prepared before it can be submitted to the seller and buyer for signatures is avoided. [See Figure 1 accompanying this chapter]

Preparing the sales escrow instructions

The following instructions are for the preparation and use of the sales escrow instructions, **first tuesday** Form 401. Form 401 is designed so it **can be prepared** by an escrow officer, the buyer or the broker or agent who negotiated the sales transaction.

Each instruction corresponds to the provision in the form bearing the same number.

Figure 1

ESCROW INSTRUCTIONS									
Buyer and Seller Instructions									
Prepared by: Agent _____ Phone _____ Broker _____ Email _____									
DATE: _____, 20_____. <i>Items left blank or unchecked are not applicable.</i>									
Escrow number _____ Escrow/Brokerage company _____ Licensed by the Department of _____, State of California, license # _____ Escrow officer _____ Address _____									
Phone number _____ Fax _____ Buyer _____ Seller _____									
TERMS OF SALE: (for escrow use only) <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>\$_____ TOTAL Consideration Seller to receive from Buyer</td> <td>\$_____ Assessment Bond paid with property taxes</td> </tr> <tr> <td>\$_____ 1st Trust Deed of Record</td> <td>\$_____ 2nd Trust Deed of Record</td> </tr> <tr> <td>\$_____ Trust Deed to record</td> <td>\$_____ Trust Deed to record</td> </tr> <tr> <td>\$_____ Cash through Escrow</td> <td>\$_____ Other Consideration _____</td> </tr> </table>		\$_____ TOTAL Consideration Seller to receive from Buyer	\$_____ Assessment Bond paid with property taxes	\$_____ 1st Trust Deed of Record	\$_____ 2nd Trust Deed of Record	\$_____ Trust Deed to record	\$_____ Trust Deed to record	\$_____ Cash through Escrow	\$_____ Other Consideration _____
\$_____ TOTAL Consideration Seller to receive from Buyer	\$_____ Assessment Bond paid with property taxes								
\$_____ 1st Trust Deed of Record	\$_____ 2nd Trust Deed of Record								
\$_____ Trust Deed to record	\$_____ Trust Deed to record								
\$_____ Cash through Escrow	\$_____ Other Consideration _____								
An escrow administrative fee will be charged each principal for postponement of closing or other modification of deposit if the originally scheduled closing date in these instructions or on cancellation of these instructions, due to acts or omissions of either principal. <table border="1" style="margin-left: auto; margin-right: auto;"> <tr> <td>Postponement Fee . . . \$_____</td> <td>Cancellation Fee . . . \$_____</td> </tr> <tr> <td>Buyer's Initials _____</td> <td>Seller's Initials _____</td> </tr> </table>		Postponement Fee . . . \$_____	Cancellation Fee . . . \$_____	Buyer's Initials _____	Seller's Initials _____				
Postponement Fee . . . \$_____	Cancellation Fee . . . \$_____								
Buyer's Initials _____	Seller's Initials _____								
1. You, the escrow officer, are authorized and instructed as follows: <ul style="list-style-type: none"> 1.1 Buyer deposits herewith the sum of \$_____. 1.2 On or before _____, 20_____, the date set for closing, Buyer will deposit with You on your request the additional sum of \$_____ to make a total deposit of \$_____. 1.3 Buyer will deliver to You prior to the date set for closing any additional funds and instruments required which You request. 1.4 You may thereafter use these funds and instruments until such time as You have received written instruction not to do so. Brokers are authorized to extend any performance date up to one month. 1.5 Close of escrow is the date instruments are recorded. 									
2. Upon the use of these funds and instruments, You are to obtain the following policy of title insurance, with the usual title company exceptions, in the following checked type and form: <p>Title to be vested in Buyer or Assignee free of encumbrances other than those set forth herein. Buyer's interest in title to be insured under a policy issued by</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Homeowner(s) policy (one-to-four units), <input type="checkbox"/> Residential ALTA-R policy (vacant or improved residential parcel), <input type="checkbox"/> Owner's policy (other than one-to-four units), <input type="checkbox"/> Joint Protection policy (also naming the Carryback Seller or Purchase-assist Lender), or <input type="checkbox"/> Binder (to insure resale or refinance within two years). <p>Endorsements _____</p>									
2.1 With title insurance in the amount of \$_____ covering the following described real property, commonly known as _____ and legally described as _____.									
2.2 Showing title vested in _____									
PAGE ONE OF FOUR — FORM 401									
----- PAGE TWO OF FOUR — FORM 401 -----									
2.3 Subject to the following only: <ul style="list-style-type: none"> a. All General and Special taxes for the _____ fiscal year, including any special district taxes or personal property taxes collected with the ad valorem taxes. b. Assessments and Bonds with an unpaid balance of \$_____. c. Any covenants, conditions, restrictions, reservations, rights, right of ways and easements of record, or in deed to record, and EXCEPTIONS to water, minerals, oil, gas, and kindred substances, on or under said real property; now of record, or in deed to record. d. First encumbrance now of record with an unpaid balance of \$_____, payable \$_____ monthly, including interest of ____% per annum. <input type="checkbox"/> ARM e. Second encumbrance now of record with an unpaid balance of \$_____, payable \$_____ monthly, including interest of ____% per annum, all due and payable _____, 20_____. f. Deed of Trust to record in the amount of \$_____. Execution of loan documents under §2.3f or §2.3g shall be Buyer's approval of their terms. Should Seller carry back under §2.3h, You are to obtain Seller's written approval of the loan terms for any Deed of Trust to record. g. Deed of Trust to record in the amount of \$_____. h. Purchase money Deed of Trust with Assignment of Rents on standard form, executed by Buyer securing a note for \$_____. In favor of Seller as their interests appear on the preliminary title report, with interest at ____% per annum from close of escrow, principal and interest payable in installments of \$_____, or more, each on the same day of every calendar month, beginning one month from <input type="checkbox"/> close of escrow, or <input type="checkbox"/> _____, 20_____, and continuing until _____. <p>You, as escrow holder, are instructed to prepare the note and Deed of Trust and insert the correct principal amount and correct first payment date, interest accrual date and due date as soon as they can be determined. The address for delivery of note payments is _____.</p>									
3. You are to obtain at Seller's expense beneficiary statements on the Deed(s) of Trust (or mortgage) now of record (§2.3d and §2.3e above). If the principal balances shown by the statements are more or less than the amount shown above, You are to make adjustments as checked below: <ul style="list-style-type: none"> <input type="checkbox"/> cash through escrow. <input type="checkbox"/> total consideration, or <input type="checkbox"/> purchase-money Deed of Trust. 3.1 You are to deliver to Buyer for Buyer's approval prior to close of escrow a copy of the beneficiary statement for each Deed of Trust to remain of record on closing. 3.2 You are to deliver to Seller prior to close of escrow, any payoff demand necessary to eliminate encumbrances so You can comply with conditions in §2.3 for title insurance. 4. You are to obtain at Seller's expense a UCC-3 clearance on the following described personal property _____ 									
<p>and cause title thereto to be vested in Buyer subject to the following UCC-1 financing statements:</p> <ul style="list-style-type: none"> a. A UCC-1 obligation in the approximate amount of \$_____, payable \$_____ per month, including an annual percentage rate of ____%, all due and payable _____, 20_____. b. A UCC-1 form in favor of Seller at Buyer's expense as additional security for any note carried back under §2.3h above. 5. Prior to close of escrow, Buyer is to hand You a sufficient hazard insurance policy. In the event Seller carries back under §2.3h above, then Seller is to be named as additional loss payee. The policy is to be in an amount sufficient to cover all lien balances or the coverage demanded by the new lender if greater in amount. 6. <input type="checkbox"/> Prior to the close of escrow and at Seller's expense, Seller to hand You a structural pest control clearance on the subject property. 7. <input type="checkbox"/> Prior to close of escrow and at Seller's expense, You are to obtain a one-year policy of homeowner's warranty covered by _____, in favor of Buyer, covering _____. 8. Prior to the close of escrow and at Seller's expense, You are to obtain from the homeowners' association (HOA) of any common interest development which includes the described property the following checked item(s) for Buyer's approval: 									
<ul style="list-style-type: none"> 8.1 <input type="checkbox"/> A statement of condition of assessments; 									
----- PAGE TWO OF FOUR — FORM 401 -----									

Figure 1, Continued

----- PAGE THREE OF FOUR ----- FORM 401 -----

8.2 Copies of the association's articles, bylaws, CC&Rs, collection and lien enforcement policies, operating budget, operating rules, CPA's financial review, insurance policy summary and any age restriction statement;

8.3 Copies from the association of any notice to Seller of CC&R violations, any list of construction defects, and any assessment charges not yet payable.

9. You are authorized and instructed to prepare assignments for all existing lease/rental agreements.

10. The following checked prorations and adjustments shall be computed by You on a monthly basis of 30 days as of close of escrow, or _____, 20_____, on which date Buyer is to be treated as the owner for the entire day:

- Taxes, based on latest tax statement available and Seller warrants that no reassessment or reassessment activity has since occurred
- Hazard (fire) insurance premium
- Interest on existing note(s) and Deed(s) of Trust
- Rents and deposits based on rental statement handed to You and approved by Buyer and Seller prior to close of escrow
- Impounds, under §2.3d or §2.3e above, together with an assignment of these impounds to Buyer through escrow
- Association assessments for any common interest development which includes the property
-

10.1 You are to account for the above prorations and adjustments into the item checked below:
 cash through escrow, total consideration, or purchase-money Deed of Trust.

11. You are to promptly obtain and hand Buyer a preliminary title report on the property from title company for Buyer's approval or disapproval and cancellation of this transaction within _____ days of receipt by Buyer or Buyer's Broker of the report.

12. The Grant Deed to state the tax statements are to be mailed to _____
at _____

13. Escrow is herewith handed a purchase agreement dated _____, 20_____, and (a) counteroffer dated _____, 20_____, entered into by Buyer and Seller regarding the sale of the property which authorizes and instructs to act on the provisions of the agreement as mutual escrow instructions to close this transaction.

13.1 Any inconsistencies between the provisions in the purchase agreement and provisions in the instructions prepared by escrow shall be controlled by the instructions prepared by escrow.

14. The close of escrow and disbursement of funds can be affected based on the form of the deposit with escrow. Funds deposited in cash or by electronic payment allow for closing and disbursement on or after the business day of deposit with the escrow's financial institution. Funds deposited by cashier's check allow for closing and disbursement on or after three business days after deposit with the escrow's financial institution. All other forms of deposit cannot be disbursed and thus, the closing cannot occur until the funds are made available to escrow by the escrow's financial institution.

15. Buyer is required to withhold 10% of each Seller's share of the sales price for payment of Seller's federal income taxes on this transaction, unless Seller meets one of the following conditions:

- Each Seller provides Buyer with their taxpayer identification number and declares under penalty of perjury to be a citizen of the United States or a resident alien [ft Form 301];
- Buyer declares under penalty of perjury the property will be used as their residence and the sales price is \$300,000 or less [ft Form 301]; or
- Seller requests and obtains a withholding certificate from the Internal Revenue Service (IRS) authorizing a reduced amount or no amount be withheld.

16. Buyer is required to withhold 3 1/2% of each Seller's share of the sales price for payment of Seller's California income taxes on this transaction, unless one of the following exemptions exists:

- Seller executes a real estate withholding certificate, FTB form 593-C, declaring the sale is exempt due to:
 - The property sold is or was last used as Seller's principal residence;
 - The property sold was the decedent's principal residence;
 - The property was sold as part of an IRC §1031 exchange;
 - The property was taken by involuntary conversion and will be replaced under IRC §1033; or
 - The property was sold at a taxable loss.
- Buyer is also exempt from withholding 3 1/2% of Seller's share of the sales price if:
 - The property was sold for less than \$100,000;
 - Buyer is acquiring the property by a deed-in-lieu of foreclosure; or

----- PAGE THREE OF FOUR ----- FORM 401 -----

c. Seller is a bank acting as a trustee under an agreement other than a Deed of Trust.

16.3 On an installment sale, Buyer may agree to withhold on each payment on the carryback note and thus defer withholding. [FTB Forms 593-I and 597]

17. In the event You become involved in litigation between Buyer and Seller arising out of this transaction, Buyer and Seller shall pay a reasonable fee for attorney services which You may be required to incur.

17.1 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.

18. You are authorized to use Seller's instruments when You hold and can deliver to Seller the money and instruments to be delivered to Seller under these instructions.

18.1 You are authorized to pay and charge Seller for the following checked item(s):

- Bonds, assessments, taxes and other liens of record to show title as called for.
- Documentary transfer taxes as required.
- Brokerage fees: \$ _____ to _____
\$ _____ to _____
- Transaction coordinator's fees:
\$ _____ to _____
\$ _____ to _____
- Title insurance premium on the policy to be issued to Buyer.
- Costs of recording Seller's Grant Deed.
- Escrow fees for your services and any charges incurred by escrow on Seller's behalf.
- Payables submitted to escrow for payment by Seller or Seller's Broker.
- Attorney fees: \$ _____ to _____
-

19. You are authorized to pay and charge Buyer for the following checked item(s):

- Escrow fees for your services and any charges incurred by escrow on Buyer's behalf.
- Costs of and lender's charges for recording or assuming any Deed of Trust, including a policy of title insurance for any new lender.
- Attorney fees: \$ _____ to _____
- Brokerage fees: \$ _____ to _____
- Title insurance premium on the policy to be issued to Buyer.
-

20. _____

<p>I hereby agree to perform all acts called for above to be performed by Seller. Date: _____, 20_____ Seller: _____</p> <p>Signature: _____ Seller: _____</p> <p>Signature: _____ Address: _____</p> <p>Phone: _____ Cell: _____ Email: _____</p>	<p>I hereby agree to perform all acts called for above to be performed by Buyer. Date: _____, 20_____ Buyer: _____</p> <p>Signature: _____ Buyer: _____</p> <p>Signature: _____ Address: _____</p> <p>Phone: _____ Cell: _____ Email: _____</p>
--	---

FORM 401 03-11 ©2011 first tuesday, P.O. BOX 20069, RIVERSIDE, CA 92516 (800) 794-0494

Identification:

Enter the date the instructions are prepared and the loan escrow number. The date and escrow number are used when referring to this document.

Enter the name of the escrow company, the escrow's licensing agency, its license number, the escrow officer, the address of the escrow company and the escrow officer's phone and fax numbers.

Enter the name of each buyer and each seller.

Enter the postponement fee to be charged for delaying closing more than two months beyond the scheduled closing date. **Enter** the cancellation fee to be charged on cancellation of these instructions. The buyer and seller are to **enter** their initials below.

Terms of Sale:

Enter the price to be paid by the buyer as the total consideration the seller is to receive.

Enter the terms for payment of the price, i.e., the assessment bond balance, the trust deeds of record to be taken over by the buyer, the trust deeds to be recorded by the buyer to assist in funding the price, and the cash or other consideration paid as a down payment on the price by the buyer.

Editor's note — The terms of sale entered here are general and for the escrow's use only to reference the financing of the price. The specific terms of the price and conditions for its payment follow.

1. Instructions to Escrow:

1.1 **Enter** the dollar amount of the buyer's deposit accompanying the purchase agreement offer and handed to escrow.

1.2 **Enter** the closing date set for the buyer to make any additional deposit agreed to in the purchase agreement, the dollar amount of the deposit and the total deposit escrow is to receive (prior to requesting any further funds needed for closing).

1.3 **Obligates** the buyer to deliver funds and instructions required by escrow to close.

1.4 **Authorizes** escrow to close any time after the date set for the buyer to fully perform, unless instructions have been received to the contrary.

1.5 **States** escrow is considered closed on the date the instruments are recorded.

2. Title conditions: **Enter** the name of the title insurance company agreed to in the purchase agreement to issue the buyer's title insurance policy. **Check** the appropriate box to indicate the type of title policy to be issued. **Enter** any endorsements to be issued with the policy.

2.1 *Coverage:* **Enter** as the dollar amount of title insurance coverage the total dollar amount of consideration the buyer is paying for the property. **Enter** the common address and the legal description for the property.

2.2 *Vesting:* **Enter** the names of the individuals or entities who will be taking title, the type of vesting and the percentages of ownership, if applicable.

- 2.3 *Title insurance:* **Authorizes** title insurance is to be issued reflecting the following title conditions.
- a. **Enter** the fiscal year for any taxes assumed by the buyer.
 - b. **Enter** the dollar amount of any specific assessment bonds to be assumed by the buyer.
 - c. **States** title is to be subject to covenants, conditions and restrictions (CC&Rs) of record.
 - d. **Enter** the dollar amount of any first trust deed of record to be assumed by the buyer, its monthly payment and the rate of interest on the note. **Check** the box to indicate whether the interest is adjustable (ARM).
 - e. **Enter** the dollar amount of any second trust deed of record to be assumed by the buyer, its monthly payment, the rate of interest on the note and any due date.
 - f. **Enter** the dollar amount of any first trust deed loan to be recorded by the buyer.
 - g. **Enter** the dollar amount of any second trust deed loan to be recorded by the buyer.
 - h. **Enter** the dollar amount of any note and trust deed to be executed by the buyer in favor of the seller, the note's interest rate, the amount of the monthly installments, the date for payment of the first installment and the date the note is due. **Enter** the address to which the buyer is to send the installments.
3. *Beneficiary statement:* **Check** the appropriate box to indicate whether adjustments on any loan assumption for differences in the loan balance between the amounts stated in the purchase agreement and the beneficiary statements are to be made into cash, price or the carryback trust deed.
- 3.1 **Authorizes** the buyer's further-approval of the beneficiary statement. A buyer assuming the loan needs to confirm the loan conditions before closing.
 - 3.2 **Requires** escrow to submit any lender demand for payoff of an existing loan to the seller. The seller needs to review the demand for accuracy.
4. *Personal property lien:* **Enter** the description of any personal property being transferred to the buyer. Escrow is to obtain a title clearance on the personal property.
- a. **Enter** the dollar amount of any note to be assumed by the buyer that is secured by a UCC-1 financial statement on personal property to be transferred to the buyer, the amount of monthly installments, the note's interest rate and the due date.
 - b. **States** any carryback trust deed note to be executed by the buyer in favor of the seller is to be additionally secured by any personal property to be transferred to the buyer.
5. *Hazard insurance policy:* **Requires** the buyer to provide coverage for the property transferred.
6. *Pest control clearance:* **Check** the box to indicate whether the seller is to provide a structural pest control clearance on the property prior to closing.
7. *Home warranty policy:* **Check** the box to indicate whether the seller is to provide the buyer with a home warranty policy. **Enter** the name of the insurance company issuing the policy and the coverage agreed to in the purchase agreement.

8. *Homeowners' association (HOA) documents:*

- 8.1 **Check** the box to indicate whether the buyer is to further approve a statement of condition of assessments from any HOA involved.
 - 8.2 **Check** the box to indicate whether the buyer is to further approve the documents listed and to be obtained from any HOA involved.
 - 8.3 **Check** the box to indicate whether the buyer is to further approve any HOA Notice of Violation by the seller, construction defects and any charges in assessments not yet payable.
 9. *Tenant leases transferred:* **Check** the box to indicate the existence of tenants and to instruct escrow to prepare assignments of the leases to the buyer.
 10. *Prorations and adjustments:* **Check** the box or **enter** the date for escrow to compute adjustments and prorates. **Check** the appropriate box(es) for subparagraphs a. through f. to indicate the prepaid or accrued taxes, premiums, interest, rents/deposits, loan impounds, etc. on obligations taken over by the buyer.
 - 10.1 **Check** the appropriate box to indicate whether the adjustments and prorates are to be made into the down payment, the price or a carryback note.
 11. *Preliminary title report:* **Enter** the number of days after the buyer's receipt of a preliminary title report during which the buyer may approve or disapprove the condition of title.
 12. *Mailing address:* **Enter** the name of the buyer(s) and the address of the buyer(s) to which the grant deed is to be mailed.
 13. *Purchase agreement instructions:* **Enter** the date of the purchase agreement and any counteroffers entered into by the buyer and seller if the purchase agreement also contains instructions to escrow.
 - 13.1 *Modification of the purchase agreement:* **Provides** that any inconsistencies between escrow instructions and purchase agreement provisions are to be controlled by the instructions as a modification of the purchase agreement.
 14. *Form of deposit:* **Advises** the buyer about the time periods needed after escrow's receipt of various forms of funding before escrow can close.
 15. *Federal withholding:* **Discloses** the federal IRS income tax withholding required by the buyer (handled by escrow) on transactions with non-resident, alien sellers who have not obtained an IRS withholding certificate.
 16. *California withholding:* **Discloses** the California FTB income tax withholding of the seller's sales proceeds required by the buyer (handled by escrow) on all transactions, unless an exemption exists among those listed in sections 16.1, 16.2 and 16.3.
 17. *Attorney fees provision:* **States** escrow is entitled to attorney fees they may incur due to any future litigation between the seller and the buyer.
 18. *Authority to close:* **Authorizes** escrow to use the seller's deed when all monies and instruments due the seller as called for in the instructions can be delivered to the seller.
-

- 18.1 **Check** the appropriate box(es) and **enter** the dollar amount(s) and to whom they will be paid for subparagraphs a. through j. to indicate whether the items are to be charged to the seller by escrow on closing.
19. *Buyer's charges:* **Check** the appropriate box(es) and **enter** the dollar amount(s) and to whom they will be paid for subparagraphs a. through f. to indicate whether the items are to be charged to the buyer by escrow on closing.
20. *Additional provisions:* **Enter** any additional provisions.

Signatures:

Seller's signature: **Enter** the date the seller signs the escrow instructions and each seller's name. **Obtain** each seller's signature on the escrow instructions. **Enter** the seller's address, telephone and fax numbers, and email address.

Buyer's signature: **Enter** the date the buyer signs the escrow instructions and each buyer's name. **Obtain** each buyer's signature on the escrow instructions. **Enter** the buyer's address, telephone and fax numbers, and email address.